

The Michigan Tradesman.

VOL. 6.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 13, 1889.

NO. 282.

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Importers and Jobbers of
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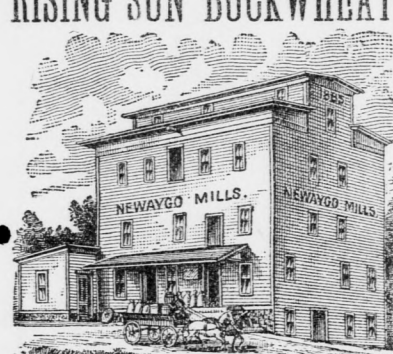
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Transacts a general banking business.

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SPECIAL OFFER—This style of showcase, best quality, all glass, heavy double thick, panel or sliding doors; full length mirrors and spring hinges; solid cherry or walnut frame, with or without metal corners, extra heavy base, silver trimmings; 6 feet long, 28 inches wide, 15 inches high. Price, \$11, net cash.

I make the same style of case as above, 17 inches high, from walnut, cherry, oak or ash, for \$5 per foot, including and carriage free.

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ACTUAL BUSINESS PRACTICE at the Grand Rapids Business College. Educates pupils to transact and record business as it is done by our best business houses. It pays to go to the best. Shorthand and Typewriting also thoroughly taught. Send for circular. Address A. S. PARISH, successor to C. G. Swensberg.

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1000 Cigars Free!

On or about April 1st, 1889, we propose putting a new brand of cigars on the market which we shall sell to the trade at \$35.00 per thousand. Now we want a name for this cigar, and want it badly. Hence we make the above offer of 1000 of these cigars (the first thousand made) to any wholesale or retail dealer who will send us an original name that will be acceptable, subject to the following conditions, viz:

1st. The name must be one that has never been used for a cigar and one upon which we can get a trade-mark patent.

2nd. The name must be upon a letter head, bill head or card of the firm or member of the firm sending it. The firm must be a bona fide retail or wholesale dealer in cigars. Names from all others will be rejected.

3rd. This name must not reach us later than March 15th, 1889, as the award will be made on March 31st, or as soon thereafter as possible.

4th. The award or selection of the name will be left to a committee of three (3) consisting of the editors of the following papers published in this city: The Flint Evening Journal, The Wolverine Citizen, The Flint Globe. We shall accept the name selected by this committee, and if upon investigation, we find it has never been used as a cigar brand, we will forward to the winner one thousand cigars by express, charges prepaid.

5th. Should the committee select a name, that had been sent to us by more than one firm or dealer, the thousand cigars will go to the first firm or dealer sending it, as all names will be numbered in rotation as received. No firm or dealer will be allowed to send more than one name.

A postal card containing the award or selection by the committee will be mailed to all contestants.

Address:

GEO. T. WARREN & CO.,

Mrs. High Grade Cigars. Flint, Mich.

G. M. MUNGER & CO.,

GRAND RAPIDS.

Successors to Allen's Laundry.

Mail and Express orders attended to with promptness. Nice Work, Quick Time.

Satisfaction Guaranteed.

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Try sample order in 14 dozen packages. Prices, \$1, \$2, \$3, \$4, \$5 to \$24 per doz. For terms and address, address Graham Toys, Grand Rapids, Mich.

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This College offers the most extensive course of study in business college branches at the most reasonable terms. Do not fail to send for a forty-page catalogue giving full information in regard to course, tuition, etc.

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Welton's Commercial College,

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Call and inspect our new establishment when in the city.

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and Connecticut Rubbers.

THE PARAGON

in Ladies', Misses' and Children's, Heels and Spring Heels.

G. R. Mayhew,

86 Monroe St., Grand Rapids.

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We are making a Middlings Purifier and Flour Dresser that will save you their cost at least three times each year.

They are guaranteed to do more work in less space (with less power and less waste) than any other machines of their class.

Send for descriptive catalogue with testimonials.

Martin's Middlings Purifier Co.,

GRAND RAPIDS, MICH.

EDMUND B. DIKEMAN

THE GREAT

Watch Maker

AND Jeweler,

44 CANAL ST.,

Grand Rapids, - Mich.

BUY
Muscatine
ROLLED
OATS
IF YOU WANT
THE BEST!

CREOLE STRAIGHT CUT.

To all Merchants' Handling Cigarettes:

A new era has been reached whereby all dealers selling cigarettes may now make a larger profit than heretofore on any other brand. The

CREOLE STRAIGHT CUT.

Which has recently been introduced into the State is becoming very popular. It being the only straight cut sold for five cents, thus giving the dealer a cigarette with which he may please all classes of cigarette smokers. The same are nicely put up in packages of ten and packed with actresses' photos. There is also a variety of other inducements, a notice of which is contained in each package.

Give the CREOLE a trial and you will find it a big seller.

Sold by all Grand Rapids Jobbers, and manufactured by

S. F. HESS & CO.

ROCHESTER, N. Y.

Manufacturers of High Grade Cigarettes.

REMOVED.

THE GRAND RAPIDS

PAPER BOX FACTORY,

W. W. HUELSTER, Proprietor.

Formerly located at 11 Pearl St., has been removed to

81 & 83 Campau St.

Cor. Louis, where I shall have more room and far better facilities for the manufacture of Paper Boxes.

All work guaranteed first class and at the lowest rates. Write or call for estimates. Telephone 830.

BEANS

And all dealers are invited to send samples and write for prices that can be obtained in this market.

We do a COMMISSION BUSINESS and our aim is to obtain the highest market price for all goods sent us. Not only

BEANS

but also ALL KINDS OF PRODUCE. We can sell as well as anyone.

We invite correspondence.

BARNETT BROS.,

159 So. Water St., CHICAGO.

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Anyone in want of a first-class Fire or Burglar Proof Safe of the Cincinnati Safe and Lock Co. manufacture will find it to his advantage to write or call on us. We have light expenses, and are able to sell lower than any other house representing first-class work. Second-hand safes always on hand.

C. M. GOODRICH & CO.,

With Safety Deposit Co., Basement of Widdicombe Bldg.

THE COLONEL.

Few families could be in more desperate straits as to money matters than the Dilloways were, and in fact could the facts have been taken with more diversity of opinion. There was Mamma Dilloway, a stately, gray-haired matron, who felt so wronged by circumstance as to be on the edge of a quarrel with the universe. There was Margaret, the beauty, who was in too miserable health to care about money matters, and passed the day on the sofa in languor and indifference. There was Kate, whose situation as a teacher was the mainstay of the house. There were the younger ones, Ethel and Fred and Harry, on whom the world was just beginning to cast a shadow, whose appetites and whose legs grew with every day beyond the bounds of provisions and rousers. And there was Brooks, the proud and suffering eldest son, whose beginnings had all come to naught—whose cursed poverty as it had cursed him; and there was Maria, the other daughter, who was not a beauty, but who, nevertheless, had that quality of absorbing and reflecting sunshine which brings sunshine into shadow, and who rather relished the tussle with their wants, and always expected victory.

It seemed to Mamma Dilloway, on the morning that Brooks was summoned to Colorado to take the books of an old friend who had fallen ill, that now the worst had come, and she should never see her son again.

"On the contrary, mamma," said Maria, who was performing a *pis sot*, "the universe, you must think, is not such a very ill-managed affair after all. Perhaps we couldn't do better ourselves. King David was quite right," said she, pausing in her waltz. "The dance is the expression of joy, and just now, I am sure, of religious joy; for if every body was thankful—"

"Maria," exclaimed her mother.

"You know, mamma, you are as glad as I—"

"I don't know any such short-sighted thing," said Mrs. Dilloway. "Colorado is a long way off, and mining life is very rough, and mines are very uncertain; and if Brooks falls ill while all alone there with nobody—"

"Just the way Clever Alice reasoned. I'll tell you what, mamma—I'll go with him. Mrs. Byrnes offered me enough for grandma's cashmere shawl to pay my way, and I need an outing, and may find something to do myself."

And before Mrs. Dilloway fairly knew what had happened, Brooks and Maria were on their Westward way, having left the whole family agitated at the vision of loneliness, oppressed with anxiety, and wretched with something like grief. They could scarcely have told you how they dragged on an existence through the first dreary weeks. The weather fitted with their feelings, and nothing broke the monotony of their trouble.

"You'll have to come back, Maria," wrote Kate. "The house is getting so damp with mamma's tears that the walls will mildew presently. Margaret, too, turns her face to the back of the sofa, and the tears roll down, one by one, for dreariness. The gloom has even affected Ethel, whose dolls are always going to funerals. There seems to be nothing to do, nothing to expect, nowhere to go. My quarter hasn't yet been paid, and we have short commons. I can tell you. The table emphasizes our low spirits three times a day; but mamma will have it set, if there is only potatoes and milk. You were all the life and comfort we had, and now you are gone. But you have had your outing now; and unless you want me to go to an insane asylum, you will have to come home, and leave Brooks to his fate."

The answer to this letter was of a fortnight's later date. "Come home, indeed," said Maria, "when I'm having the first good time in my life! Such a new and strange life, too! Such an atmosphere, and such scenery—a world of pictures, suppose you think of us in a desert; but can you muster a dozen superb young Sauls, Englishmen and others, every morning with galloping across country, every evening with music and dancing? You know so many English of the first water come over to hunt the buffalo, and some to take up land for ranches. There is a Mr. Cholmondeley, and Captain Arundel and his sister, and Mr. and Mrs. Cecil, and I don't know how many others, first and last—a new one always turning up. So you see the time passes quite differently from time at home, where you so seldom see a marrying man than when you do, you think he belongs to another species. Oh, and we must not forget the Colonel! Now, what do you think of a real British nobleman, of a family titled since the Conqueror—or is it the flood? Colonel Sir Guy Temple! Perfectly charming, and rich beyond calculation—tin mines in Cornwall. I think we shall name the mine for him. By the way, didn't Brooks write you that he has a little mine himself? He has given me half of it."

And so the letter ran on, and great cheer it brought into that dull place where it was read.

"The Colonel," said Mrs. Dilloway, reflectively, as Maria knew she would. "Colonel Sir Guy Temple. Those old titles thin more of themselves than half the ducal houses in the realm, you know. I didn't suppose any one but the Prince of Wales owned tin mines in Cornwall, though. I wonder if Maria's dresses—"

"Oh, they don't need dresses, mamma, in that life—"

"Not need dresses, Margaret?" cried Mrs. Dilloway, holding up her hands.

"I mean, mamma, her riding dress, that she made from the water-proof, you remember, is as good there as a velvet court-train would be in London."

"Poor Maria isn't really pretty," soliloquized Mrs. Dilloway; "but that's the way things go. What a pity, Margaret, that you couldn't have gone out with Brooks!"

THE COLONEL.

"Oh, Maria's brightness is just as good for her as beauty," said Kate.

"If she only could be comfortably established! That would help all the rest, too. It's too good to hope for, though, in this family."

"Well, perhaps she will be. She certainly has a chance."

And somehow the gray weather was not quite so gray to Mrs. Dilloway and her daughters; it half seemed to them as if the cloud might be about to lift, and in the vague sense of unaccounted possibilities, Mrs. Dilloway felt rich enough to call in a ragged urchin and make him neat with an outfit of Fred's and Harry's cast-off garments, that had already been patched and darned into another color.

"We are just in from a long gallop," another letter of Maria's ran. "The wind is giving me quite a color. I shall turn out pretty before you know it. There are some folks who seem to think I am already. The air is so clear you think you are on wings. I wish Margaret were here. I really think it would do her good. It would do her good, too, to have a little of this gay life. It really enlarges and opens your horizon. Mrs. Cecil now has yachted up under the Midnight Sun. When she tells me about it, I feel as if I had, too. She has told me all about the Temple-Gardens in Cornwall. Sir Guy's place was so interesting in my mention of him, that I will tell you—running down to the shore, and quenching all their flaming blossoms in the silvery wash of the sea there. A fine old Elizabethan place, the mansion is, she says, ivy-covered, with all its quadrangles and courts and wings and stacked chimneys and stables. On the walls of the long hall every Lady Temple, one after the other, for how many hundred years I can't say, makes room for the next one. Think of hanging up your picture there, to look out on the world long after your eyes are dust in their sockets! There are some haunted diamonds in the family, too. Did you ever hear of such a thing? Along the year of the marriage of the heir they blaze like bonfires, with a white light far eclipsing their real luster; and just before the death of a Temple they blaze again with a baleful red torchlight, and then are dull, and ordinary diamonds, not particularly well cut. Mrs. Cecil hinted to me that they were blazing like comets when Sir Guy sent them to the banker's just before he sailed. Sir Guy is very democratic, an doesn't like titles—almost ready to drop his own, and would if the others would. He told Mrs. Cecil, if ever she met him in America, to call him plain Colonel, and she promised. But she has told me all about him. She used to think he would marry Miss Arundel, her sister. Miss Arundel is very pretty, and blushing like a peach when you speak to her."

"People get intimate so quickly in such places," said Kate.

"A great piece of folly, said Mamma Dilloway at this point of the letter. "To think of dropping his father's title—a title won centuries ago. These democratic notions! As for my opinion, there is something in the stability of the British government that more than compensates for the differences in caste. And as for those very differences," said Mrs. Dilloway, looking out the window and over the rainy fields, pausing a moment to think of the contrast between such an outlook and that of Sir Guy Temple's gardens, "I will admit that it always was irksome to me to shake hands with the tradespeople."

"Oh, mamma, mamma," cried Kate. "When you know how glad you would be this minute if Fred had a place with our grocer!"

"I don't know anybody, Kate," said Mrs. Dilloway, severely, "who has the faculty you have of obtruding the vulgarity of every day upon the ideal. If the contemplation of the marriage of your sister with a British nobleman affords you pleasure, I don't see why you should interfere with it, especially as we should then go and live with her, and become English people ourselves to all intents and purposes. Lady Temple—Lady Temple—"

And then, as she saw the girls laughing, she broke into a merry laugh herself—the first laugh that had been seen on her face for years, let it be said.

In the week before a fresh letter came the Dilloway family had nearly worn the last to shreds. But at length Mamma Dilloway tore open another, and having learned that Brooks was well, had nearly cleared up the books, and was busy with his interest in the operations out there, ran hastily into its gossip.

"What does she mean about those operations?" she asked, looking back with a second thought.

"Oh, the little mine he happened on, don't you recollect, when he first went out; great piece of good luck, Maria said; doesn't come to one in a thousand. That may make our fortunes yet."

"If we wait for a Colorado mine to make our fortunes"—began Mrs. Dilloway, with majesty.

"We might as well make them ourselves," said Kate. "Come, come, mamma—the news about Colonel Sir Guy Temple?"

"Colonel Sir Guy Temple," said Mrs. Dilloway, solemnly, "is engaged to marry your sister Maria."

It seemed to Kate as if a voice had added, "Let us pray." And there was dead silence for a moment or two.

"I feel," said her mother, "that it is too tremendous an event to read about in our usual light way. But it is not the Englishman, it is not the title, it is not the place by the Cornish sea—I would rather, really rather, there were none of that about it all. I would, on the whole, rather give her to one of our own countrymen. In spite of things I may have said, I can see that this may separate us more widely than distance or the sea. I shall find it hard to surrender her and so will you. All that gives a tinge of sadness to the joy. But it is a comfort, an

unspeakable comfort, to think that even one of my children is to be established in ease and safety. I could prefer it were that little mine developed into wealth, that would let her and Brooks have all they wanted, and let us still have them. But it is a great deal to be grateful for, as it is. It doesn't strike her so, though, at all. You will see that she treats it in rather a frivolous way. But that is natural to youth and joy, I suppose." And, in spite of her little speech, Mamma Dilloway's face was wreathed with smiles as she read:

"Well, to come to something really important. You remember, of course, all I have written you from time to time about Colonel Sir Guy Temple, who has served in India, and has the Victoria Cross, and all that? Well, he is going home to England. Perhaps he is tired of buffalo hunting, perhaps he has brought down better game. At any rate, he will take his wife with him. Mamma, I never was so surprised. But I must wait till I see you. And I don't really feel as if I had told you anything about the Colonel, after all. It would be difficult to say how much I am interested; how enchanting it all is! What a different life I see before me—immense riches, honor, troops of friends—and all as much yours as mine, dear people at home. But I shall see you soon."

Mrs. Dilloway went about treading on air. What matter that the roof leaked, and rain ran down the walls? It was merely a frescoing there. What matter that the milkman dunned a second time, and said he should not ask a third? She hoped he wouldn't. What had seemed unendurable three months ago, she could laugh at now; three months more, six months more, and there would come an end to all these bitter experiences. The fact of Maria's being well married would marry off all the other girls; and even were her husband parsimonious, what Maria could spare from her pin-money would put them beyond want any more. The sun had come out, the landscape was bathed in beauty, life smiled, all the scumbling happiness she used to know, world seemed propitious—the universe was really better managed than she had thought. Mrs. Dilloway retrimmed her bonnet and went to church with her good spirits, feeling in a thankful mood. It was pleasant to see the neighbors—smiling at one and bowing to another; it put the neighbors in mind of her, too; and they came to see her that week, and the next, and made it more cheerful than it had been for months. She hinted mysteriously at Maria's good fortune, but was not sure that she ought to commit herself. Good friends, good fortune and good feeling all gave her a sensation resembling the happiness she used to know; she radiated it on Margaret and the rest, till you would never have dreamed it was the tear-sodden family of which Maria and Brooks took leave in the gray of the morning a dozen weeks ago.

"I have been darkly hinting at good fortune," Maria wrote in her last letter. "I'm sure I don't know what she means by 'darkly hinting,'" said her mother. "It was all plain enough to me."

"Go on, go on, mamma!"

"I have been darkly hinting at good fortune, and see how you read the riddle. Give me Mamma Dilloway for a guesser. The Sphinx would sink into the sands before her. How much interest you have taken in the matter from the first! What do you suppose Sir Guy Temple could have seen in me? Do you imagine he is marrying me for my beauty? How many ideas you have about the wedding! But don't you incline to a quiet one always? Are you going to call me 'My lady,' mamma, and treat me with great respect? Sir Guy Temple, or no Sir Guy Temple—after all, the Colonel has greater charms for me—my dearest, sweetest people at home, I shall always be your Maria."

"Maria will always be frivolous, and a little incoherent," half sighed Mrs. Dilloway, yet with the feeling that a Lady Temple could afford to be frivolous and incoherent—Lady Temple, of Temple Gardens, Cornwall, whose Elizabethan mansion was encircled with flowers and seas; and she saw her daughter dressed out in the haunted diamonds, saw her portrait hanging in the ancient hall; and she washed her cups and saucers that morning with sighs of satisfaction over the divine compensations in this life.

She was rubbing the last plating off the spoons—the real silver had gone long ago to the melter's—with the old bit of chamalo cloth, and singing gently to herself, when she looked up at a slithering door, and a vision of splendor struck her breath away. Maria, in broad hair and feathers, making her really attractive, with her black hair and blue eyes, and in a dress that was all one sparkle of jet to her mother's bewildered eyes, glistening and dancing like a windy midnight full of stars. And the next moment chamalo and spoons were whirling in a cloud of whirling whiting, and Maria was kissing her mother's cheeks and chin and mouth and forehead.

"Oh, you dear, silly little Mamma Dilloway!" cries Maria. "Are you glad to see me? And have you really guessed all this time what has happened?"

"Happened?" cried Mamma Dilloway. "How could I without waiting to come home?" quite prepared, however, to forgive her if she had. "Where is Sir Guy Temple, then? Where is Sir Guy Temple? I should like to see him."

"Sir Guy Temple? So should I. I never did."

"You—never—did?"

"No, indeed. Mrs. Cecil knew him. I didn't."

"You—didn't? Then how—then where—are you crazy, Maria? Has your good fortune turned your head? If you never saw Sir Guy Temple, if you don't know him, how in the world are you married to him?"

"I am not."

"Are you going to marry him?" with ominous calmness.

"I am not going to marry him or any-

body else. But I am going to do something much pleasanter. I am going to sit down here the mistress of as much money as I want; and so are you, and so are all the rest of us; money that will make our old place an Eden, and educate the boys as well as all the Sir Guy Temples that were ever born."

"Maria," said Mrs. Dilloway, in a sepulchral voice that came from the depths to which she had fallen in her new despair, "I can't believe a word you say!"

"Oh, yes, you can, mamma. The Colonel has made us all rich—really rich. The Colonel, you know, is Brooks' mine. I was so interested in it all—it was so enchanting—but I didn't dare at first to tell you very much about him, for fear of disappointment. And when I found from your letters that you were taking my casual mention of Sir Guy Temple with such rosy ideas, I thought the time till we found out where we were."

"Maria! A child of mine—"

"If we panned out poorly I meant to let you down gently, and you would have been beguiled of some melancholy, you see, any way. If otherwise, you wouldn't need any letting down. And he has, mamma, oh, the Colonel has—"

"Maria, I don't understand you. How am I to believe this if I am not to believe that? You are now giving me to understand that Brooks' little mine has lifted us out of poverty and distress. This morning you gave me to understand you were to marry Sir Guy Temple!"

"I never did, mamma. You gave yourself to understand so."

"When you said you were going

The Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE
Retail Trade of the Wolverine State.

E. A. STOWE & BRO., Proprietors.

Subscription Price, One Dollar per year.
Advertising Rates made known on application.

Entered at the Grand Rapids Post Office.

E. A. STOWE, Editor.

WEDNESDAY, FEBRUARY 13, 1889.

CARTAGE CHARGES ABANDONED.

Monday morning's mail brought to THE TRADESMAN the following letter from a Detroit grocery jobber:

DETROIT, July 9, 1889.

E. A. Stowe, Grand Rapids:

DEAR SIR—I have it on unquestioned authority that W. J. Gould has sent his resignation as President of the Michigan Wholesale Grocers' Association to Secretary Barlow; also, that W. J. Gould & Co. and Phelps, Brace & Co. refuse to co-operate with the Association, if the programme already mapped out—the putting in force of the cartage agreement on the 18th—is insisted upon by the Grand Rapids end of the Association. This looks to us like a virtual abandonment of the Association, as the summary annulment of so important an agreement as the cartage compact will necessarily generate much bad blood, resulting in animosities and recriminations which will eventually put the wholesale trade of the State further apart than it was before the Association was broached. We all regret this very much, as we were led to expect great benefits from the organization.

How do the Grand Rapids members of the Association view the situation? Yours truly,

Inquiry among the wholesale houses here elicited the fact that the unexpected action of the two Detroit houses mentioned in the above letter had an unquestionably demoralizing effect upon the Association and would necessarily postpone the cartage matter, and quite as likely result in the complete dissolution of the Association.

THE EXTRADITION TREATY.

From the time when the proposed Extradition Treaty with Great Britain was first given to the public THE TRADESMAN has been of the opinion that its ratification, either as it stood, or its careful amendment by the Senate, was desirable. The existing state of our Extradition laws is harmful and discreditable to both countries. The long Canadian frontier is as much a line of safety for the average scoundrel who crosses it, as it was for the fugitive slave in the time when we tolerated human bondage. The law as it stands covers a comparatively small list of offenses, and it has tended to discourage their perpetration. Forgery, for instance, and counterfeiting are no longer in the vogue they once enjoyed, because the extradition net has been thrown over the whole civilized world, and the perpetrator of these crimes knows that the only place of safety left him is outside the bounds of civilization in some barbarous country where the proceeds of his crime would be valueless. On the other hand, the immunity the law offers to defaulters, who are even worse criminals than forgers, as they combine breach of trust with robbery, has tended to give that crime a preference which formerly was enjoyed by those others. Conditions have changed, but the treaty has not changed with them.

Still more serious is the need of a revised treaty, which grows out of the modern use of powerful explosives in the secret service of crime. It is within the lifetime of a generation that anything more powerful than gunpowder has come into use even in the arts. Most of us can recall the time when nitro-glycerine was a novelty, and dynamite was still unheard of. It was the Italian Irreconcilables who in 1880 first employed explosive bombs on the streets for political purposes. It is only two years since the anarchists of Chicago first employed this infernal machine for the destruction of human life in America. This unhappy innovation in social warfare calls for fresh precautions against the broken men and desperate classes which have recourse to it. But as our present international agreements stand, we can do nothing to secure their punishment, if once they escape across international lines! No matter whether their offense is political or merely social, there is no power to recall to our jurisdiction a dynamite maker who has made his way from Chicago to Windsor, unless it can be proven that he was guilty of direct murder in the use of explosives. And it is doubtful if even then he could be given up, in case the plea were entertained that he had a political purpose in his crime.

That the treaty recently rejected by the Senate was in the main a move in the right direction, we still are satisfied. But it seems to have been drawn up with

a good deal of carelessness, and to have needed a careful revision before approval. It omits the usual provision that neither party to the treaty shall be required to surrender its own citizens and subjects. It makes no provision that the person charged with crime must have been at the time the crime was committed within the jurisdiction of the power which claims his surrender. It qualifies its safeguard against the surrender of men charged only with political offenses by the proviso that he shall prove "to the competent authority" that the demand contemplates his trial for a political offense. But our laws provide no such competent authority. They authorize no farther investigation of the demand than would justify a committing magistrate in holding an accused person for trial. The United States Commissioner before whom the demand is brought satisfies himself that there are *prima facie* proofs of the prisoner's guilt, and upon that he is surrendered. And no judge of either a national or state court has any power to give relief by issuing a writ of *habeas corpus* in such a case. The utmost the prisoner could obtain is the intervention of the State Department. And even the small protection the clause does give is vitiated by its being limited to "fugitives," to the exclusion of residents or citizens charged with crimes committed abroad.

Neither is the scope of the treaty adequate. It omits counterfeiters, persons charged with rape and similar crimes of infamy, and persons charged with the corruption of public officials, and officials who have accepted bribes, while it includes those who have been guilty of the larceny of \$50. It is vitiated by an excessive regard for the protection of the rights of property, to the ignoring of rights even more sacred.

Two courses were open to the Senate. One was to make such amendments as would remedy these defects. The other was to refuse ratification on the ground of a general inadequacy. It took the latter course chiefly because amendments to a treaty merely have the effect of remanding the subject afresh to diplomatic negotiation. They are not like amendments to a bill received from the House, which may be disposed of at once by concurrence. There, therefore, is an appropriateness in proceeding in that way, unless the objections cover one or two points which can be passed upon at once by the government concerned.

THE SAMOAN SITUATION.

The evident purpose of the Senate to take hold of the Samoan question in a practical way already has had an influence upon the diplomacy of Germany. Prince Bismarck evinces a disposition to disavow the outrageous acts of his agents in the Pacific, and is anxious to have a recall of the conference of representatives of the three Powers, but at Berlin this time, not in Washington. He is well aware that it is not what Mr. Bayard says or the House resolves upon, that indicates the policy of the incoming administration. The Senate alone is the link which binds together the four years to come with those which are just expiring; and Mr. Sherman did well to have a prompt expression of opinion from the only part of the national government which has not been discredited by the recent election.

It is very well for the German Chancellor to have gone so far; but it will not do for us to attach too much weight to it in practice, or to relax in the smallest degree our scrutiny of what is occurring in Samoa. As Geo. H. Bates well says, Germany has been saying one thing and doing another throughout the whole of this tangle about Samoa. Disavowals from Berlin, especially when read in the light of what the semi-official papers say exactly to the contrary, are to be taken with much allowance. Nothing short of a complete recognition of the independence of their own choice, and to put down rebellions against his rule, can be accepted as satisfactory to us. And nothing more than firmness and unanimity on our side is needed to obtain the whole of this. There is not a nation in Europe which will now venture to resist any demand on our part whose evident justice unites the sixty millions of American people in its support. They might do so if they were through with their impending struggle for the hegemony of Europe. But no power dare move against us when it knows that the first step might be the signal for a general outbreak of hostilities at home.

A MILLION A YEAR.

THE TRADESMAN acknowledges the receipt of the annual report of Insurance Commissioner Raymond for the year ending December 31, 1888, setting forth the following facts:

The three stock fire insurance companies of Michigan received \$252,855 from premiums and paid out \$91,365 for losses.

The 107 companies of other states received \$2,552,025 from premiums and paid out \$1,135,484 for losses.

The two mutual companies of other states authorized to do business in Michigan received \$63,259 from premiums and returned \$30,224 in losses.

The twenty-three foreign companies received \$766,719 from premiums and paid out \$345,504 for losses.

Compiled, these figures amount to \$3,434,888 on one side of the ledger and \$1,592,577 on the other side. Assuming that the local agency expense is 15 per cent., the expense of inspectors and adjusters 5 per cent., and adding the 3 per cent. tax exacted by the State—23 per cent. in all—makes a total contingent expense of \$790,024.24. Added to the aggregate of losses paid, the amount expended by the companies is \$2,387,601.24. Subtracting this sum from the total receipts leaves the balance of \$1,047,276.76, to meet office expenses and the exacting demands of stockholders.

Why not keep that million dollars here at home, to assist in the development of the resources of our own State?

UNCONSTITUTIONAL, AFTER ALL.

Attorney General Trowbridge decides that the Insurance Commissioner has not the proper authority to put the standard form of fire insurance policy into effect, for the reason that it is intended to have the effect of law and the Legislature cannot delegate the law-making power to another body, like the Insurance Policy Commission. This will necessitate putting the policy before the Legislature before it will become obligatory upon the insurance companies.

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

The Clark & Hodges Furniture Co. has changed its name to the Grand Rapids Cabinet Co.

W. H. Van Leuwen has sold his drug stock on Grandville avenue to Richards & De Vries.

J. B. Murray, who was recently burned out at White Cloud, bought a new stock at this market on Friday.

Henry Vinkemulder & Bro. succeed Vinkemulder & Borrendamme in the grocery business on South Division street.

Chas. A. Coye is removing his tent and awning business from 73 Canal street to 11 Pearl street, where he will occupy the first floor and basement.

The Fuller & Stove Company has increased its paid-in capital from \$5,000 to \$8,000 and added a four-roller Babcock press of the "Optimus" pattern.

A. Q. Adams has arranged to engage in the hardware business at White Cloud. He was in town Monday and placed an order for his stock with Foster, Stevens & Co.

C. Gregory who recently bought the B. F. Hall general stock at Fennville, has added a line of boots and shoes. Rindge, Bertsch & Co. furnished the stock.

AROUND THE STATE.

Orleans—Hale & Price succeed Clark Hopkins in general trade.

Casnovia—D. B. Galentine has 40,000 cedar posts on track here.

Bear Lake—Jas. E. Cody has sold his meat market to L. H. Wright.

Howell—P. B. Wines has sold his marble business to A. T. Slade.

Monroe—A. Rupp succeeds Rupp & Adams in the furniture business.

Rochester—J. C. McClure's grocery store has been closed by creditors.

Climax—Lyman T. Clark succeeds Clark & Seramlin in general trade.

Auburn—Jas E. Swart's general store has been closed on chattel mortgage.

Chippewa Lake—Lightstone Bros. have moved their clothing stock to Belding.

Sherman—F. F. Foster succeeds F. F. Foster & Co. in the hardware business.

Flat Rock—C. G. Munger has sold his general stock to Chamberlain & Smith.

Menominee—Martin & Mosbacher succeed Chas. I. Martin in the meat business.

Delton—C. H. Pennock succeeds Lawler & Seudder in the furniture business.

Marshall—E. M. Webster has sold his boot and shoe stock to Albert Simmons.

Coloma—A. W. Gammar & Co. succeed S. B. Spencer in the hardware business.

North Branch—Richard A. Butler has sold his grocery stock to Fox & Holmes.

Big Rapids—W. D. Smith has retired from the hardware firm of S. S. Wilcox & Co.

Jackson—Geo. D. Scheffer succeeds Ira Van Auker in the coal and wood business.

Hudson—Assignee Swaney has paid the creditors in the Hale estate 21 per cent.

Manton—Olof Brink has sold his restaurant and confectionery business to F. R. Danbury.

Hickory Corners—Orlo Kennedy has traded his general stock with Courtwright Bros. for a farm.

Elk Rapids—John Morrison has purchased the grocery stock of Jas. J. McLaughlin & Son.

Battle Creek—Elmer P. Webb has sold his fruit, restaurant and confectionery business to C. B. Webb.

Battle Creek—The Art Album Co. paid a stock dividend of 20 per cent. out of the profits of last year.

Flint—Chas. Bassett is succeeded in the wholesale leather business by the Bassett Hide & Leather Co.

Luther—Lon A. Pelton has traded his hardware stock with Arthur Lovell for Grand Rapids real estate.

Big Rapids—F. Fairman has retired from the hardware firm of C. P. Judson & Co. The style remains the same as before.

Evart—E. F. Birdsall has retired from the Evart Hardware Co. The business will be continued by the remaining partner, Mr. Allured.

Big Rapids—Geo. Segar, for several years past with S. S. Wilcox & Co. will shortly engage in the hardware business on his own account.

Montague—Thomas Gaynor has retired from the hardware and crockery firm of Peck & Gaynor. The business will be continued under the style of the Peck Hardware Co.

Fennville—B. F. Hall issued several chattel mortgages on his general stock last week. Possession was yielded to Spring & Company, who sold the stock to Harry Gregory. He will continue the business under the style of A. Gregory.

Muskegon—The hardware store of the late H. N. Powell has been purchased by W. A. and Geo. B. M. Towner. W. A. Towner has for the past four years been engaged with J. Vanderwerp, with whom he is still in partnership. Geo. B. M. Towner has been in the employ of H. N. Powell & Co. for the past seven or eight years. The two gentlemen are brothers and experienced business men.

STRAIT FACTS.

East Tawas—Chas. Dease, the lumber jobber, is dead.

Sparta—Wm. Root will engage in the bakery and restaurant business.

Pontiac—Chas. Beebe, late of Flint and Owosso, has opened a cigar store here.

East Jordan—Thomas McGuire and H. O. Martin have opened a cigar factory here.

Detroit—E. G. Miles is succeeded in the turf goods business by Floyd & Foster, incorporated.

Gilbert—D. C. Collier, proprietor of the sawmill here, was instantly killed by a stick flying from the saw a few days ago.

Port Huron—Country merchants from Sanilac, Lapeer, St. Clair and Macomb counties met here Friday in secret session, and took steps to oppose the Patrons of Industry, an organization among the farmers through which they will make contracts with one merchant in each town for all the goods they purchase.

MANUFACTURING MATTERS.

Bailey—The Bailey Stave Co. succeeds David Quay & Co. in the stave business.

Eaton Rapids—J. B. Delbridge has sold his lumber yard and planing mill to Wm. Smith.

Marquette—S. Brice & Sons succeed Brice, Powell & Co. in the flouring mill business.

Hobart—The D. C. Spaulding sawmill has been bought by Chas. E. Haynes, of Cadillac.

Sand Lake—J. E. Gaul has bought S. Bitley's shingle mill, in Ensley township, and will remove it to town and operate it as a shingle and heading mill.

Saginaw—O'Donnell, Spencer & Co. is the style of a new firm, composed of P. A. O'Donnell, C. R. Spencer and Louis Germain. They will run a planing mill and factory, and deal in lumber.

Lansing—The contract between the city of Lansing and Potter Bros., of Potterville, has been completed and the removal of their furniture factory will begin at once. Articles of association of the Potter Manufacturing Co., consisting of Geo. N. Jas. W. and T. E. Potter, have been filed with the Secretary of State, the capital stock being \$100,000.

Gripsock Brigade.

J. L. Strelitsky has engaged to travel for the Roper & Baxter Cigar Co., covering the State the same as before.

H. A. Hudson has removed from the White house, on North Division street, to Dolbee street, east of the city limits.

Wm. H. Downs and wife have returned from Sturgis, where they went Monday to attend the funeral of Mrs. Downs' sister.

H. A. Hudson and Mr. Towns heroically saved a dwelling house from destruction by fire at Scottville one day last week.

Don't forget the traveling men's social party at Armory hall, Friday evening.

Every arrangement has been made to render the event a gorgeous success.

James E. Ireland has blossomed out as a candidate for Collector of Customs at

this port, basing his claims for the position on the ground that he can secure the unanimous support of the traveling men of the city.

Alice E. Boughton, wife of William Boughton, the well-known traveling man, died at the St. Denis last Monday and was buried on Thursday. Mr. Boughton has since removed to his former home at 12 Dayton street.

The same room in which the "Knights of the Grip" was organized last Saturday at Lansing witnessed the birth of the Michigan Division, T. P. A., four years ago. Of the eight men who were present at that time, three were present last Saturday.

Henry Smith, formerly tea salesman for Lemon, Hoops & Peters, but now tea buyer for W. F. McLaughlin & Co., of Chicago, is writing a treatise on the culture and preparation of tea, which he expects to have ready for the press in the spring.

A shoe drummer for a New York house called on a merchant and handed him a picture of his betrothed instead of his business card, saying he represented that establishment. The merchant examined it carefully, remarked that it was a fine establishment, and returned it to the astonished man, with a hope that he would soon be admitted into partnership. The last seen of the drummer and merchant they were discussing the evils of prohibition, at the bar-room around the corner, at the drummer's expense.

J. D. Clement, who was formerly on the road for a boot and shoe house, but is now a member of the firm of Clement & Clement, wholesale vehicle manufacturers at Kalamazoo, is mourning the disappearance of his thirteen year old son, Allen Gatta Clement. He is described as having a light complexion, large nose, full teeth and thick lips; was dressed in a black suit, knee pants, brown overcoat and fur cap; wore a silver watch and carried a brown valise. Any information regarding him will be most thankfully received.

Purely Personal.

J. Frank Clark, the Big Rapids grocer, was in town Monday.

E. A. Burnell, traveling representative for the Portland Star Match Co., of Portland, Me., was in town Monday.

Wm. H. Hoops and wife are enjoying the salubrious atmosphere of the Bermudas, sojourning at the Princess Hotel.

Harry Blanchard, right hand bower for C. B. Shaver, the Kalkaska logger, has been in town several days, visiting friends.

Card of Thanks.

My heartfelt thanks are due the traveling men for the brotherly assistance and sympathy extended to me during the fatal illness of my wife; also, for the beautiful flowers sent to the funeral.

WM. BOUGHTON.

FOR SALE, WANTED, ETC.

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisement taken for less than 25 cents. Advance payment.

FOR SALE.

DRUG STORE FOR SALE AT A GREAT BARGAIN. Address, C. F. Williams, Cadillac, Mich. 365

TO EXCHANGE—GOOD IMPROVED FARMS IN THE beautiful and productive Republican Valley county in Nebraska for merchandise of any kind. E. W. Willes, Real Estate and Loans, Oxford, Neb. 379

FOR SALE—AT A BARGAIN, THE OLDEST AND best established meat market in the city, centrally located and doing a good paying business. Good slaughter house, etc. Also one new and complete set of butcher's tools, cheap. If sold inside of thirty days. For terms and particulars apply to Wm. Henry & Son, S. W. Western ave., Muskegon, Mich. 382

FOR SALE—A WELL-SELECTED STOCK OF GROCERIES, doing good business. One of the best locations in the city. Owner wishes to retire from trade. Will lease store for term of years. Address No. 364, care Michigan Tradesman. 386

FOR SALE—DESIRABLE BAKERY AND CONFECTIONERY establishment, including oven and all necessary fixtures. Seven years in trade. Good run of custom. Correspondence solicited. Address No. 38, care Michigan Tradesman. 388

FOR SALE—GOOD RESIDENCE LOT ON ONE OF the most pleasant streets "on the hill." Will exchange for stock in any good institution. Address 286, care Michigan Tradesman. 389

FOR SALE—AT A BARGAIN, FIXTURES FOR A MEAT market. Also small stock, if desired. Good location. Business well established. Address, Box 24, Union City, Mich. 390

FOR SALE—FULL SET OF TINNERS' TOOLS, SAFE, show cases and hardware fixtures—all in good condition and cheap for cash. Will sell one or all. J. J. Sandusky, 123 Monroe street, Grand Rapids. 391

FOR SALE—STOCK OF CLOTHING AND GENTS' furnishing goods, located in a good town of 1,300 people in southern Michigan. But one other place in the State handles clothing. For particulars address "C & T," care Michigan Tradesman. 392

A GRAND OPPORTUNITY AT A GREAT BARGAIN! The stock, store, residence, warehouse, grain and coal, at Moscow, is offered for sale; there is money to be made; one partner has to go west and the other lives elsewhere. Address E. Childs & Co., Hanover, Mich. 393

FOR SALE—THE FLUSHING FOUNDRY, WITH steam power, within eight rods of side track of Toledo, Saginaw & Mackinaw Railroad. Splendid location, no insurance. Stock, plans and castings included with shop and lots. Reason for selling, age and ill health. James Samner, Flushing, Mich. 394

FOR SALE—AT A BARGAIN A PAYING STORE, hall, postoffice and three acres of land. Buildings cost \$1,600. All for \$1,000. Must sell. Address, J. C. Lardie, Traverse City, Mich. 395

FOR SALE CHEAP—TWO FIRST CLASS MEAT MARKETS; one in North Muskegon and one in Muskegon City. Both in best locations, and doing good paying business. Will sell one or both. 52 Western avenue, Muskegon, Mich. 396

WANTS.

WANTED—REGISTERED PHARMACIST. FOR PARTICULARS address Adam Newell, Burnip's Corners, Mich. 371

WANTED—TO EXCHANGE—PRODUCTIVE REAL estate in the thriving village of Bailey on the C. & W. M. R. R. for house and lot in Grand Rapids, worth about \$1,500. Address, D. B. Galentine, Casnovia, Mich. 372

WANTED—TO BUY GOOD GENERAL STOCK OF merchandise, from \$1,000 to \$8,000, in a town of about 1,200 population. Will pay spot cash down. If offered cheap. Address Lock Box 20, Sheridan, Mich. 369

SITUATION WANTED—A COMMERCIAL TRAVELER is open for engagements. Large acquaintance with grocery trade in Michigan. Address Jackson, care Michigan Tradesman. 383

WANTED—EVERY STORE-KEEPER WHO READS this paper to give the Suttitt coupon system a trial. It will abolish your pass books, do away with all your book-keeping, in many instances save you the expense of one clerk, will bring your business down to that usually go with the pass-book plan. Start the 1st of the month with the new system and you will never regret it. Having two kinds, both kinds will be sent by addressing (mentioning this paper) J. H. Suttitt, Albany, N. Y. 373

MISCELLANEOUS.

\$1,200 CASH BUYS MANUFACTURING BUSINESS paying 100 per cent. Best of reason for selling. Address Chas. Kynock, St. Ignace, Mich. 378

WANTED—1,000 MORE MERCHANTS TO ADOPT OUR Improved Coupon Pass Book System. Send for samples. E. A. Stowe & Bro., Grand Rapids. 374

NEW DEPARTURE.

We take pleasure in announcing to the trade that we have put in a full line of

Syrups and Molasses.

Which we offer at Bottom Prices.

All Goods Guaranteed to Give Satisfaction.

No Charge for Cartage.

Telfer Spice Company.

P. STEKETEE & SONS,

JOBBERS IN

Dry Goods & Notions,

83 Monroe St. and 10, 12, 14, 16 & 18 Fountain St.,

Grand Rapids, Mich.

Spring Line of Prints, Seersuckers, Toile Du Nord, Gingham, Hosiery and White Goods Just Received.

STARK A. FRANKLINVILLE A. AMERICAN A. GEORGIA & MARSAC. HOOKER, BURLAP.

Bags.

Peerless Warp AND Geese Feathers.



C. M. HENDERSON & CO.'S
"Red School House" Shoes
ONE OF OUR SPECIALTIES.

We are Extensive Manufacturers
We have three Western factories, in each of which we make Special Lines of goods on the theory of merit, without Eastern shoddy. In one we make Ladies', Misses' and Children's Shoes; in another, Men's Boots and Shoes. It will prove to your advantage to give our goods a trial.

Headquarters for the Celebrated Wales-Goodyear Rubbers.

FACTORIES:
Fond du Lac, Wis.
Dixon, Ill.
Chicago, Ill.

WILLARD H. JAMES,
Salesman for the Lower Peninsula,
P. O. address, Morton House, Grand Rapids, Mich.

We furnish electrotypes of our Specialties for Customers.

BLIVEN & ALLYN,

Sole Agents for the
The devil, Jack! We've got a Shark. He'll do for
Bliven & Allyn.



ASSOCIATION DEPARTMENT.

Michigan Business Men's Association.
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Committee on Trade Interests—Smith Barne, Traverse City; Geo. H. Hoyt, East Saginaw; H. B. Fargo, Muskegon.
Committee on Transportation—James Osborn, Orono; O. F. Conklin, Grand Rapids; C. F. Rock, Battle Creek.
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Local Secretary—J. J. Connell, Muskegon.
Official Organ—THE MICHIGAN TRADER.

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President, N. B. Blain; Secretary, Frank T. King.
- No. 3—Sturgis B. M. A.
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- No. 64—Merrill B. M. A.
President, C. W. Roberts; Secretary, Wm. Horton.
- No. 65—Kalkaska B. M. A.
President, Alf. G. Drake; Secretary, C. B. Blom.
- No. 66—Lansing B. M. A.
President, Frank Wells; Secretary, Chas. Cowles.
- No. 67—Waterford B. M. A.
President, Geo. Parsons; Secretary, J. M. Hall.
- No. 68—Allegan B. M. A.
President, H. B. Pope; Secretary, E. T. VanOstrand.
- No. 69—Scotts and Climax B. M. A.
President, Lyman Clark; Secretary, A. W. Willson.
- No. 70—Nashville B. M. A.
President, H. M. Lee; Secretary, W. S. Powers.
- No. 71—Ashley B. M. A.
President, M. Stutz; Secretary, G. D. Chatterback.
- No. 72—Edmore B. M. A.
President, A. L. Spencer; Secretary, O. F. Webster.
- No. 73—Davison B. M. A.
President, J. P. Cartwright; Secretary, L. Gifford.
- No. 74—Tecumseh B. M. A.
President, Oscar P. Priest; Secretary, F. Roscaus.
- No. 75—Kalamazoo B. M. A.
President, S. S. McKee; Secretary, Chas. Strong.
- No. 76—South Haven B. M. A.
President, C. J. Monroe; Secretary, S. VanOstrand.
- No. 77—Caledonia B. M. A.
President, C. F. Williams; Secretary, J. W. Saunders.
- No. 78—East Jordan B. M. A.
President, Chas. F. Dixon; Secretary, L. C. Madison.
- No. 80—Bay City and W. Bay City B. M. A.
President, L. L. Harrison; Secretary, Geo. Craig.
- No. 81—Flushing B. M. A.
President, L. A. Vickrey; Secretary, A. E. Hanson.
- No. 82—Alma B. M. A.
President, B. S. Webb; Secretary, M. E. Polasky.
- No. 83—Sherwood B. M. A.
President, L. P. Wilcox; Secretary, W. R. Mandigo.

Detroit Journal: A Business Men's Association has been formed at Sherwood and it will join the State Association and try to grow up with the rest of the country.

Association Notes.

A. W. Gammar & Co., of Coloma, write: Please send us rules for organizing a B. M. A. We are agitating the matter among the business men here.

Charlotte Republican: The Charlotte B. M. A. is in a rather discouraged condition, if we may judge by the attendance at the last two meetings. This is bad. There is certainly manifest need of such an organization here, if Charlotte is to thrive and prosper.

C. E. Denmore, Secretary of the Bellaire B. M. A., writes: Our Association discussed the insurance matter, but did not feel able to take any stock. Some thought they would like to insure with it and request full information as to rates, terms, *modus operandi*, etc.

Cheboygan Tribune: The regular meeting of the Cheboygan Business Men's Association was to have been held last Monday evening, but owing to the blizzard prevailing the attendance was slim, and as the matter of the Business Men's Insurance Co. was to have been considered, it was thought best to adjourn for a week in order that a larger attendance might be had.

Shelby Herald: The insurance plan proposed by the Insurance Committee of the Michigan Business Men's Association is attracting considerable attention from our merchants. This plan, if completed, would reduce the cost of insurance here to about one-fourth of what it now is. In fact, the prices charged here are extortionate, and in case the company is formed nearly every business man in Shelby will transfer his risks to it.

Grand Rapids Mercantile Association. At the regular meeting of the Grand Rapids Mercantile Association, held at The Tradesman office last Tuesday evening, six new members were received, as follows: Geo. H. Hobart, 670 Cherry street; Frank J. Cox, 694 Madison avenue; Seegmiller & Son, 501 Cherry street; Martin Van Westenberg, corner Centennial and Grove streets; Emma & Landauer, 418 South Division street; John Mollema, 672 Cherry street.

An official communication was received from the Insurance Committee of the State body, stating that the Grand Rapids members would be expected to subscribe for 400 shares. The matter was discussed at some length, with Oscar F. Conklin and Jos. Thirkow connected to the Insurance Committee, which was instructed to give the subject prompt and thorough attention.

The Question Box was then opened and a large number of interesting and pertinent questions were answered, as the queries were read.

Two complaints were filed against a local wholesale grocery house for selling boarding houses.

In order to secure a large attendance at the next meeting, every member present volunteered to bring another member along with him.

They Prefer Railroad Stock. From the Allegan Gazette.

At the meeting of the B. M. A., Tuesday evening, the Insurance Committee reported that while the system presented by Mr. Stowe, at the preceding meeting, is desirable, it would not be wise at the present time to solicit the taking of stock in Allegan. The by-laws were amended in some particulars, and a committee appointed to make a revision of the whole, after which they will be printed. President Pope named the standing committees for the year as follows: On Finance—W. H. Hutchins, Andrew Oliver, H. F. Marsh, L. E. Clapp. On Insurance—M. C. Sherwood, C. G. Mesinger, Robert Turner. On Village Improvements—W. W. Warner, J. B. Streeter, S. S. Dryden. On Trade Interests and Collection Department—J. P. Visner, L. F. Clapp, W. J. Garrod. Auditing Committee—W. J. Pollard, Robert Turner, E. C. Reid. By-laws—F. E. Fish, E. T. VanOstrand.

Past Achievements Encouraging. E. A. Stowe, Grand Rapids.

DEAR SIR—Enclosed find draft for \$10, being per capita dues on twenty members.

At a meeting held Jan. 3, the following officers were elected:

President—E. A. Stowe.
Vice-President—E. E. Jarvis.
Secretary—A. J. Capen.
Treasurer—W. H. Hutchins.
Executive Committee—W. H. Andrews, N. L. Chamberlain and J. E. Hutchinson.

Our meetings have a good attendance and the members have already made a number of suggestions to work harder for future improvements.

Respectfully,
A. J. CAPEN, Sec'y.

After the "Tramp Merchant." BATTLE CREEK, Feb. 6.

E. A. Stowe, Grand Rapids.

DEAR SIR—Do you know of any way of making traveling stores, or the so-called "tramp merchants," pay their share of taxes in whatever place they may locate? If so, give us what information you can and send a copy of the best ordinance to that effect that you know of. Also inform us if you can what city has made it a success or where it has been contested.

We want an ordinance that will reach this class of people, merely those who pay the portion of taxes with the rest of us; and what information you may be able to give will be appreciated by the B. M. A. here, the Treasurer of which I have the honor of being.

Respectfully,
C. C. DELL.

Good Report from the "Soo." SAULT STE. MARIE, Feb. 7, 1889.

E. A. Stowe, Grand Rapids.

DEAR SIR—We are progressing finely with forty-six charter members and our membership will probably reach sixty or seventy. Our only motive is the collection department, as we have a Chamber of Commerce that attends to all other features of such an association.

Thanking you for the interest you have taken in us, we are,
Yours truly,
JAS. E. WINT, Sec'y.

The Condition of Trade. From the New York Shipping List.

The volume of distributive trade has continued fairly active in comparison with the movement during the past few weeks and is in excess of the corresponding period last year, but it is, nevertheless, unsatisfactory, and there has been continued complaint respecting the condition of business in the various merchandise markets. The declining tendency of prices is another feature that imparts rather a tame feeling, and is perhaps the prime cause of much of the complaint and dissatisfaction that exists, but in many instances lower prices have resulted from the accumulation of unsold stocks and production in excess of the requirements of consumption. This is the case with respect to iron and coal, and prices appear to be seeking a level that will check production and thereby afford them relief or else stimulate consumption. The value of all kinds of produce is likewise drifting downward, partly because of the liquidation of speculative conditions that have heretofore maintained prices at an artificial level, and also because of increasing supplies. As yet there has been no improvement in the export demand and the wheat market is scarcely likely to exhibit a healthy and satisfactory tone until prices have reached a level that will stimulate the demand for cash wheat and lead to an export movement. The sharp reaction in wheat since last week has been entirely the result of speculative manipulation and does not reflect any change in

the general situation. The cotton movement continues of exceptionally large proportion for this season of the year, and yet the world's visible supply is smaller than it has been for many years, indicating that consumption is keeping pace with the enlarged production of the world. The important feature in speculative circles has been the improved tone of the stock market and the more cheerful feeling that has prevailed in Wall street. There has been a response at last to the gradual improvement in the railroad situation that has taken place, and the market is quite marked, but the improvement gives evidence that it is of a substantial character, and hence its rather slow development. The result of the meeting of the Presidents of Western roads that took place last week in Chicago has strengthened confidence, and this fact no doubt explains the heavy investment demand for all good railroad bonds that has been a prominent feature of the stock market for the past ten days. These facts, in connection with the renewed interest of several large operators and a considerable increase in the volume of business, seem to foreshadow a bull market, especially as money continues cheap and readily available at low rates of interest. The assurance that a new era has been commenced in the management of railroad properties, wherein the vested interests in the property will receive their due share of consideration, will do more to build up a bull market than any other factor. The financial situation continues to reflect the same general conditions that have prevailed for several weeks. The bank statement last week showed a slight loss of surplus, but it was due to adverse Treasury operations and an expansion of loans incident to the disbursement of the money on the 1st instant, but the currency continues to flow hither from the interior, and the available supply of money is if anything in excess of the requirements of borrowers. There has been a considerable increase in the volume of foreign trade, and the monthly statement for January is likely to make an unusually favorable exhibit and will show an increase in exports as well as imports compared with the same month in previous years.

A Fated Measure.

From the Detroit News.

What is known as the Tyrrell bill, now pending in the Legislature, is creating a good deal of interest and discussion throughout the State. It aims to so change the law of garnishment that the exemption of \$25 in wages now allowed a householder with a family is reduced to \$26 a month, or \$1 per day for each working day of the month. Opinion is divided as to the justice of the proposed measure, which would tend to make a wage-earning debtor than is done by a number of the principal states and territories in the Union. One of the first to denounce the purposes of the bill was a laboring man of Detroit through the columns of the *Norcs*. He declared that the final passage and executive indorsement of the bill would work a gross injustice to honest, struggling men of family who are doing their best to cancel the claims of honest creditors, living economically, and every week wiping out some portion of the score against them. "I believe," said he, "that there are 100 such men in Michigan to one willful dead-beat who never intends to pay."

At the leading grocer of East Saginaw comes back in this style: "The bill was not framed to reach 'honest, struggling men of family who are doing their best, nor is it the will or wish of any business man to take advantage of that class. Such men have no need of an exemption clause. It is the kid-gloved gentleman who draws a good salary, smokes his ten-cent cigars, draws his pay once a week and coolly tells you to call another day, that this bill is intended to reach. It isn't the poor, poverty-stricken laborer with a large family who comprise the dead-beats of our land. It is the shiftless, scheming whelp who lives on promises and offender wears a fine coat, who takes advantage of your honest, industrious mechanic, or day laborer never complains of unjust exemption laws, as he has no need to. The State is only asked to protect the tradesman as well as the 'dead-beat' who lives on the fat of the land. Put the latter on your book for a dollar and you not only lose your dollar but your patronage. Remind him of his indebtedness, and there is nothing too mean for him to say about you or your business."

After sailing without gloves into those who can pay and won't pay, who exhaust their credit and then abuse their creditors, the East Saginaw business man says: "The passage of this bill will not leave the honest man at the mercy of the creditor, as it does, the creditor will show mercy where mercy is due. No honest debtor, who is every week wiping out some portion of the score against him," will have to ask for mercy."

C. M. Woodruff, after complimenting the "Honest Debtor" who first made a kick through the *Norcs*, goes into an exhaustive discussion of the matter, as suggested by the bill:

"The writ of garnishment is not a 'common law' process, but a 'statutory' arrangement by which it is sought to give the creditor a cure for the ills which a lack of judgment and too often an over zealous solicitation of patronage have brought upon him. It annoys, vexes and harasses an innocent party—the garnishee defendant—and in some instances has compelled a firm to pay the wages due his employee twice—once to the plaintiff, and afterwards, because some sharp lawyer has discovered a defect in the garnishee proceedings, to the employee. So unfavorably is the whole artificial process of garnishment regarded by the higher courts that they require every step from the affidavit for the writ to the very last entry in the justice's docket to be exactly according to the letter as well as the spirit of the law. Of no other proceeding is such minute precision required, and it is doubtful if there is one case in a hundred in any justice's court which would bear scrutiny."

"Again, those who are acquainted with the facts know that a very large number of the justice's courts are brought to compel the defendant to pay a disputed claim for fear his employer will discharge him. 'If I garnishee you and then you'll have to pay or get discharged,' is

the threat. Employers are learning this and are not discharging their garnishee employees so regularly as they used to. Nevertheless, to be compelled to wait upon a justice court to make a 'disclosure' is an intolerable nuisance, and if the present law is to be amended at all, it would be only just to permit a resident garnishee defendant to file an affidavit by messenger or mail, just as a foreign garnishee defendant is allowed to do."

"The reduction of the exemption, as proposed, will make storekeepers more reckless in giving credit, largely increase the garnishee litigation, to the further annoyance of the innocent employer, and will so discourage the struggling debtor that he will grow lax in his labor, morose in his disposition, and, very likely, quit work altogether."

"Such a disturbance of the relations between the employer and the employee is material, and entirely useless to the creditor, since the former two parties to the tripartite sort of lawsuit will be driven to avert the annoyance by prepayment of wages, assignments, or some other arrangement which will place what one earns entirely beyond the reach of the creditor."

"No employer wants a 'deadbeat' in his establishment; what he does want is a faithful and contented workman. Every workman is liable through sickness and other incidents to fall behind, and the desire to catch up is very often an excellent incentive to sobriety, close attention to duties and cheerfulness; but when the too eager creditor, with the still more eager constable and the devouring fee bill, comes in, the incentive is gone and the employee becomes dejected and careless."

"Therefore the interests of every large employer is against House bill No. 51. No employer likes to be dragged into a justice court to make a 'disclosure' and every employer should therefore oppose an amendment which will increase litigation of this character."

"The employer, of course, unanimously against the amendment, and it need not follow that because this is so, employees are 'deadbeats.' The average 'deadbeat' is not a workman, and very seldom has even \$6 coming to him from any one. In order that there may be no chance of this bill passing by default, I suggest that some one in every factory and shop in the State at once take a sheet of legal cap paper, or any other that may be handy, and write a remonstrance after this form:

"To the Hon. Senate and House of Representatives of Michigan:
We, the undersigned, voters of Michigan, do hereby remonstrate against the passage of House bill No. 51, reducing the amount exempt from the garnishee laws of said State.

"Let every voter in the shop sign it and then let it be sent to your State Senator at Lansing."

He Advises Organization.

President Samuels, of the Retail Shoe Dealers' National Association, issues the following manifesto:

Now that the season of comparative quiet in the retail business is at hand, and we have time to think on other topics, let me call your attention once more to the necessity of uniting and forming associations in your various localities, for the purpose of promoting whatever is good and proper in furtherance of your interest as retail shoe dealers. Cast aside those petty feelings of jealous rivalry and join together hand in hand as a band of honorable merchants, engaged in honorable calling, desirous of benefiting yourselves individually and collectively, by creating a feeling of friendship which will then suggest what is best for your welfare as tradesmen. In association you can legislate for early closing, a topic which is assuming great importance and popularity in all the branches of trade. Men are entitled to reasonable hours of rest and recreation, and you can establish these hours satisfactorily to yourselves and without loss of income if you only act in harmony and union.

The regulation of prices on certain lines of goods, such as rubbers, etc., protection against frauds, regulating the matter of gratuitous gifts of laces, insoles, button fasteners, etc., and many other evils which the retailer has to contend with.

The National Association, by itself, is possessed of but limited powers and can better work reforms when such are suggested by local bodies. The subject of standard measurements for lasts was handled energetically and successfully, and the advantage of a uniform system shown, as a result of which the manufacturers of boots and shoes, recognizing the sound common sense in the idea and the great benefit it would be, have almost universally adopted it. I am now and have been receiving numerous applications for our standard measurement book from manufacturers and last-makers, who heartily indorse and adopt it.

The results are shown in better fitting shoes, for you must acknowledge that never have we had as good fitting or as much uniformity in sizes of the various makes as at present. Thus, my friends, you must agree with me that benefits have been derived by our Association so far. I earnestly request you to lose no time, but form branch associations at once in your towns and cities and inaugurate such improvements as your own requirements and the necessities of the times demand.

New Statement of an Old Truth.

Correspondence Toronto Merchant.

A boot and shoe dealer in the East End put a rather perplexing question to a wholesale man a few days ago. They were talking about the recent failures in the retail boot and shoe trade, when the former, in his calm way, remarked: "And what do you expect me to do? I come here and get the goods I require and pay 100 cents on the dollar; but here are men, without capital, who, having been allowed almost unlimited credit, suddenly assign, and then secure a settlement at, say, 50 cents on the dollar, thus securing their goods at about 50 per cent. less than I do. It is not fair, and the sooner a stop is put to the practice of granting long and unlimited credit the better for all concerned." My friend struck the right key-note. It would be better for all concerned, and especially the merchant who is endeavoring to conduct his business on business principles,

Shoemakers in Literature.

From the Most and Shoe Trades Journal.

Shoemakers have played a great part in the pages of novelists and poets. Of this we have striking instances in the writings of Lord Lytton, Kingsley, Dickens, McDonald and others, and it is remarkable that when writers like Hannah Moore and similar authors wished to convey their pieces and entertaining moralities, they took their illustrations from shoemakers and set them talking. Shoemakers have somehow been renowned for a sort of somber and thoughtful loquacity—very often a hard-headed, and perhaps morose disposition to take to heart any of the cheerful views of faith or life, either for this world or the next. Although there are many notable instances to the contrary, it still appears as if they were too often perpetually beating out theories on their leather, or as if incessantly looking down, they were prevented from taking note of more encouraging sights and scenes that their own state could afford.

A bill against trusts has been introduced in the Indiana Legislature. It provides that all trusts, pools, contracts, arrangements, agreements, or combinations now existing or hereafter made between persons or corporations with a view to preventing free and full competition in the production or sale of any article or in any way tending to create a monopoly are to be declared conspiracies to defraud, are unlawful, and against public policy. Persons entering into such agreements or arrangements shall be fined not less than \$1,000 nor more than \$10,000 and imprisoned for from two to five years. All companies or corporations that enter into such combinations may also be held liable for damage and civil suits may be brought against any of the parties to the agreement.

Chapman & Carpenter will build a cheese factory at Hopkins Station.

VISITING BUYERS.

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J. K. Vane, Sandusky
Frank Farrow, St. Olons
Alex. Denton, Howard City
L. M. Wolf, Hudsonville
W. Ver. Keulen, Beaver Dam
W. H. Harkness, Reed City
W. C. Cramer, Harbor Springs
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L. M. Wolf, Hudsonville
W. Ver. Keulen, Beaver Dam
W. H. Harkness, Reed City
W. C. Cramer, Harbor Springs
J. P. Degra, Lansing
W. A. Lamberton, H. A. Bailey
S. T. Colson, Alaska
W. J. Ray, Berlin
H. A. Bailey, Berlin
J. H. Kessler, Lake Odessa
J. K. Vane, Sandusky
Frank Farrow, St. Olons
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W

The Michigan Tradesman

WEDNESDAY, FEBRUARY 13, 1889.

LEISURE HOUR JOTTINGS.

Written for THE TRADESMAN.

BY A COUNTRY MERCHANT.

Among a collection of eighteenth century documents, which I recently ran across, I found a portion of an agreement between a clerk and his employer, which is somewhat of a curiosity in its way, and which I give verbatim, herewith:

"WHEREAS, One John Carpenter, having honestly and faithfully served an apprenticeship with one Samuel Stockwell, groceryman and spirit purveyor of the town of Boston, and his indentures having expired, and, whereas, the said Carpenter, being desirous of serving said Stockwell, for two years from the date hereof, as an assistant in said Stockwell's business, as aforesaid mentioned; now therefore, the said Carpenter doth, by these presents, bargain, covenant and agree that, for, and in consideration of the money, goods, chattels, privileges and allowances, hereinafter mentioned, and the respect and affection which he entertains for the said Stockwell, he will faithfully and conscientiously, and to the best of his ability, do and perform, all and in singular, the duties, labors, undertakings and services which the said Stockwell hath a just and equitable right to demand from a servant, and assistant in the business hereinbefore mentioned.

And for, and in consideration of such duties, labors, undertakings and services, so rendered by said Carpenter unto said Stockwell, the said Stockwell doth hereby, by these presents, bargain, covenant and agree, that, for the two years herebefore mentioned, he will give and render, unto said Carpenter, the following, to-wit: \$20, lawful money of his majesty's colony of Massachusetts; 20 gallons of New England rum; one suit of garments, of proper make and texture for godly assemblages. Two suits of respectable garments for shop wear. Six good linen shirts; two pairs of lambswool hose; four pairs of coarse wool ditto; one—"

Here the document, from its mutilation, unfortunately ends, leaving us in a state of painful uncertainty regarding the balance of the young man's wardrobe, and in grave doubt regarding his commissary supplies. In referring to his perquisites, however, one cannot help recollecting that, if he used his full rations of rum, his attendance at "godly assemblages" must have often scandalized the good sisters.

"Humph," said the old man Brown, after reading the ancient paper, "there was lots of horse sense in them old feller's skulls. That young man knowed exactly what he'd got to do, an' jist exactly what he'd git, an' the boss didn't have to be eternally proddin' 'im up, 'bout 'tendin' to business. An' that puts me in min' that that interestin' son of min' findin' his supplies pretty much cut off, wants to come into the store, an' p'raps I'd better sign some whereases with 'im. He don't know no more 'bout business than the yallerest kind of a yaller dog, but you kin bet he'll want bigger wages than the best drummer on the road. I'd like to hev you see sich a dockment as the young feller'd think 'bout right on his side of the case. What he'd call workin' hours would be from 10 to 12 an' 2 to 4, with a proviso that the old man should handle all the heavy an' dirty goods. He'd hev a couple of days a week for base ball, an' sich, an' all the holidays; an' every circus day an' hoss race day should be a holiday. Then cigars an' tobacco would be free to all his chums, as well as hisself, an' there shouldn't be no grumblin' 'bout playin' cards or drinkin' beer in the store. That'd be about his programme, but," continued the old man with a look of grim determination, "my programme's slightly different, an' if you see that \$2,000 eddicated son of mine 'round here Monday, in wamus an' overalls, scrubbin' the tobaccoer juice off the floor, an' lettin' daylight through them there winders, you kin safely cal'late that my programme was adopted instead of his'n."

It is singular what a small proportion of the sons of even successful business men take cheerfully, willingly and intelligently to the pursuits of their fathers. Who can account for the fact that the average offspring of the trading man seems to regard his progenitor's avocation with more dislike than the average offspring of the agriculturist regards the pursuit of tilling the soil. Is too much or too little "shop" talked in the family circle? Is too much or too little effort made to shape the inclinations of the youngster? Or has our modern, progressive and high-pressure system of education, and the associations and society with which it envelops Young America, inoculated him with the belief that any business or profession that can be successfully conducted by a fossilized old fogey is unworthy the notice or approval of the old fogey's descendant?

I merely remark this as a notable and suggestive condition of affairs, and am by no means sounding a note of alarm to the effect that the traffic in merchandise

is coming to a gradual but sure decay. As long as farms and houses can be mortgaged or sold; as long as property and money are bequeathed and secured, and as long as the credit system displays its attractiveness and temptations, there is not the remotest danger of a scarcity of traders. And, in fact, as long as people are uninvestigating and gullible the supply will undoubtedly always greatly exceed the demand.

I wouldn't put anything like a curb on the ambition of Young America if the ambition even approximates a genuine quality, but where the talents of the youth are chiefly devoted to protracting a life of ease, plenty, comfort and idleness, and devising excuses for avoiding the practical duties of life, I have very little sympathy for the "old man" who countenances this course, and who lives to eventually see the ripening of the fruits of his own folly.

The Vapor Stove Outlook.

From Stores and Hardware.

"I recently had a plain, common sense talk with representatives of five of the largest vapor stove manufacturers, in which all sentiment and buncombe was laid aside," said a vapor stove manufacturer. "The result we arrived at was that fully as many stoves have been sold up to the present date this year as last year, which, under the circumstances, is regarded as most favorable. It must be remembered that but few vapor stoves were carried over from 1887 to 1888 by dealers, while quite a number were carried over from last year to this. Our sales, consequently, are in smaller numbers, so if we have kept up to the aggregate it shows we have gained many new customers. The result will be heavy summer buying, and the close of the season will, therefore, show a material increase in sales over last year."

HAIRWOOD LUMBER.

The furniture factories here pay as follows for dry stock, measured merchantable, mill cuts out:

| | |
|---------------------------------------|-------------|
| Rasswood, log-run | 13 00/15 00 |
| Birch, log-run | 15 00/16 00 |
| Birch, Nos. 1 and 2 | 14 00/15 00 |
| Black Ash, log-run | 14 00/15 00 |
| Cherry, log-run | 14 00/15 00 |
| Cherry, Nos. 1 and 2 | 14 00/15 00 |
| Cherry, Cull | 12 00/13 00 |
| Maple, log-run | 12 00/13 00 |
| Maple, soft, log-run | 11 00/12 00 |
| Maple, Nos. 1 and 2 | 11 00/12 00 |
| Maple, clear, flooring | 12 00/13 00 |
| Maple, white, selected | 12 00/13 00 |
| Walnut, cull | 18 00/20 00 |
| Red Oak, Nos. 1 and 2 | 24 00/25 00 |
| Red Oak, 1/4 sawed, 8 inch and up w'd | 40 00/45 00 |
| Red Oak, 1/4 sawed, regular | 30 00/35 00 |
| Red Oak, No. 1, step plank | 25 00/26 00 |
| Walnut, log-run | 18 00/20 00 |
| Walnut, Nos. 1 and 2 | 18 00/20 00 |
| Walnut, cull | 18 00/20 00 |
| Grey Elm, log-run | 12 00/13 00 |
| White Ash, log-run | 14 00/15 00 |
| Whiteoak, log-run | 14 00/15 00 |
| White Oak, log-run | 17 00/18 00 |

Notice of Limited Partnership.

Notice is hereby given that Frederic A. Wurzburg, William M. Wurzburg and William F. Wurzburg, as general partners, and Zachary T. Aldrich, as special partner, all of Grand Rapids, Michigan, have this day formed a limited partnership in pursuance of chapter 78, Howell's Annotated Statutes, for the purpose of carrying on the business of jobbers of dry goods, notions and similar articles, at Grand Rapids, Michigan, under the firm name and style of "F. W. Wurzburg's Sons & Co.," and that the amount of capital stock which said special partner has contributed to the common stock is twenty-seven hundred and fifty dollars, and that said partnership is to commence January 23, 1889, and terminate January 23, 1891.

FREDERIC A. WURZBURG,
WILLIAM M. WURZBURG,
WILLIAM F. WURZBURG,
General Partners.
ZACHARY T. ALDRICH,
Special Partner.

Dated, Grand Rapids, Jan. 28, 1889.

Why should you send us your orders. We handle nothing but BEST and CHOICEST BRANDS: Sole Manufacturers and Importers. Ship at ONE DAY'S NOTICE, enabling you to receive goods day following. Full orders for ALL KINDS of

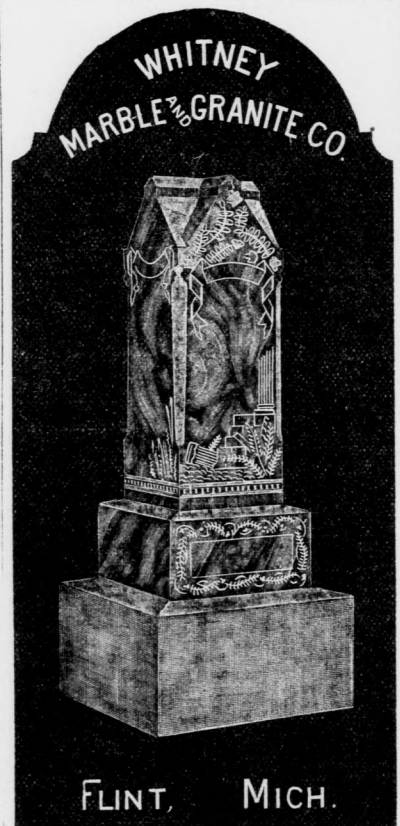
GLASS, VIZ:

- Imported American Plate Glass
- Rough and Rolled
- French Window, American
- Canvassed, Cut and Embossed
- Boiled Cathedral, Venetian, Muffled
- Practical Bohemian, German Looking
- Glass Plates, French Mirror Plates

The quality, variety and quantity of our stock is exceeded by no house in the United States.

WM. REID,
73 & 75 Larned Street, West, DETROIT, MICH.

Grand Rapids Store, 61 Waterloo Street.



FLINT, MICH.

TO THE MERCHANTS OF MICHIGAN - We offer Marble and Granite

Monuments

at a closer margin of profit than any concern in the State. Write for estimates on Building Stone or cemetery work. First class material and workmanship only.

SAM'L MOFFETT, Manager.

Success

Industrial School of Business

Is noted for THOROUGHNESS.

Its graduates succeed. Write

W. N. FERRIS,

Big Rapids, Mich.

J. S. WALKER,

MANUFACTURER OF

PICKLES AND CATSUPS.

And Jobber of

VINEGAR, PRESERVES and JELLIES.

I quote the trade the following rock bottom prices on Pickles:

| | |
|------------------------------|-------|
| Mediums, in bbls. | 84 00 |
| Sweet Gherkin, in bbls. | 9 50 |
| Mixed, in bbls. | 4 50 |
| Large, in casks 4 gals. | 4 50 |
| Small, in bbls. | 5 00 |
| Gherkin, in bbls. | 6 00 |
| Medium, in half-bbls. | 6 00 |
| Sweet Gherkin, in half-bbls. | 4 75 |
| Mixed " " " " | 3 75 |
| Gherkin " " " " | 3 50 |
| Small " " " " | 3 50 |
| Chow-Chow " " " " | 5 00 |

These goods are sold on 30 days time and warranted to be pure, home-made pickles. Satisfaction guaranteed or no sale.

J. S. WALKER,

P. O. Box 471, Grand Rapids, Mich.

W. H. BEACH,

WHOLESALE DEALER IN

GRAIN,

SEEDS,

BALED HAY,

MILL FEED

and PRODUCE.

BALED HAY A SPECIALTY.

HOLLAND, - MICH.

AWNINGS

AND TENTS.



Horse and Wagon Covers, Water Proof Coats, Buggy Aprons, Wide Cotton Ducks, etc. Send for Illustrated Catalogue.

Chas. A. Coye,

Telephone 106, Over 73 Canal St.

MAGIC COFFEE ROASTER

The most practical

hand-roaster in the

world. Thousands in

use giving satisfaction.

They are simple,

durable and economical.

No grocer should be without

one. Roasts coffee

and peanuts to per-

fection.

Address for Catalogue and prices,

Robt. S. West,

48-50 Long St.,

Cleveland, Ohio.

100 PER CENT STRAIGHT

WARRANTED TO BE THE

FINEST AND LARGEST SMOKE

For the money in the U. S. Put up 50 in a box. Ask

your dealer for them. Manufactured only by

JOHN E. KENNEDY & CO., Grand Rapids.

Send for price.

Electro Typing

Photo & Zinc Engraving

LEADS, SINGS, BRASS RULING

Box Wood, WOOD & METAL FURNITURE

MADE, ENGR. GRAND RAPIDS MICH.

TIME TABLES.

Grand Rapids & Indiana.

GOING NORTH.

Traverse City & Mackinaw. Arrives. Leaves.

Traverse City & Mackinaw. 11:30 a.m. 7:30 a.m.

From Cincinnati. 7:30 p.m. 11:30 p.m.

From Petoskey & Mackinaw City. 5:00 p.m. 7:30 a.m.

Saginaw Express. 11:30 a.m. 10:30 p.m.

Saginaw express runs through solid.

7:00 a.m. train has chair car to Traverse City.

11:30 a.m. train has chair car for Petoskey and Mackinaw City.

5:00 p.m. train has sleeping car for Petoskey and Mackinaw City.

GOING SOUTH.

Cincinnati Express. 7:15 a.m. 11:45 a.m.

Fort Wayne Express. 10:30 a.m. 11:45 a.m.

Cincinnati Express. 4:40 p.m. 5:00 p.m.

From Traverse City. 10:40 p.m.

7:15 a.m. train has parlor chair car for Cincinnati.

5:00 p.m. train has Woodbine sleeper for Cincinnati.

5:00 p.m. train connects with M. C. R. R. at Kalamazoo for Battle Creek, Jackson, Detroit and Canadian points, arriving in Detroit at 10:45 p.m.

Sleeping car rates—\$1.50 to Petoskey or Mackinaw City, \$2 to Cincinnati.

All trains daily except Sunday.

Muskegon, Grand Rapids & Indiana. Arrive. Leave.

7:05 a.m. 10:45 a.m.

11:15 a.m. 4:45 p.m.

4:30 p.m. 7:45 p.m.

Leaving time at Bridge street depot 7 minutes later.

C. L. LOCKWOOD, Gen'l Pass. Agent.

Detroit, Grand Haven & Milwaukee. GOING WEST. Arrive. Leave.

Morning Express. 1:00 p.m. 1:10 p.m.

Through Mail. 4:35 p.m. 5:10 p.m.

Grand Rapids Express. 10:40 p.m. 10:50 p.m.

Night Express. 6:40 a.m. 7:00 a.m.

Mixed. 7:45 a.m.

GOING EAST.

Detroit Express. 6:50 a.m. 10:30 a.m.

Through Mail. 10:30 a.m. 10:40 p.m.

Evening Express. 3:40 p.m. 3:50 p.m.

Limited Express. 10:40 p.m. 10:50 p.m.

Daily, Sundays excepted.

Detroit Express has parlor car to Detroit, making direct connections for all points East, arriving in New York 10:10 a.m. next day. Limited Express, East, has through sleeper Grand Rapids to Niagara Falls, connecting at Milwaukee Junction with through sleeper to Toronto.

Through tickets and sleeping car berths secured at D. G. H. & M. R. Y. offices, 23 Monroe St., and at the depot, JAS. CAMPBELL, City Passenger Agent.

WANTED!

We want stocks of goods in exchange for \$100,000 worth of productive real estate in Lansing city property and improved farms.

R. A. CLARK & CO.

Real Estate Brokers Lansing Mich.

Crockery & Glassware

LAMP BURNERS.

No. 0 Sun. 25

No. 1 " 30

No. 2 " 35

Tubular. 37 1/2

6 doz. in box. 1 00

No. 0 Sun. 1 00

No. 1 " 2 25

No. 2 " 3 25

First quality. 3 00

No. 0 Sun. crimp top. 2 15

No. 1 " 2 25

No. 2 " 3 25

XXX Flint. 3 00

No. 0 Sun. crimp top. 2 58

No. 1 " 2 58

No. 2 " 3 58

Pearl top. 3 00

No. 1 Sun. wrapped and labeled. 3 70

No. 2 " 4 70

No. 3 Hinge. 4 70

La Bastic. 1 25

No. 1 Sun. plain bulb. 1 25

No. 2 " 1 50

No. 3 " 1 40

No. 3 " 1 60

STONEWARE—AKRON. 00 1/2

Butter Crocks, per gal. 65

Jugs, 1/2 gal., per doz. 90

" 1 " " 90

Meat Tubs, 10 gal., each. 1 00

 " 12 " " 1 00 || " 15 " " 1 05 |
| " 20 " " 1 25 |
| Milk Pans, 1/2 gal., per doz. (glazed 66c) 60 |
| " 1 " " (" 90c) 78 |

These goods are sold on 30 days time and warranted to be pure, home-made pickles. Satisfaction guaranteed or no sale.

J. S. WALKER,

P. O. Box 471, Grand Rapids, Mich.

H. LEONARD & SONS

Sole Agents for Western Michigan

for the

Quickmeal

GASOLINE STOVE.

THE SUCCESS OF THE SEASON JUST PAST.

Has eight separate and important improvements for 1889.

Now is the time to arrange for the selling agency for your

town, and we invite correspondence from previous agents

and from those who would like the agency for the coming

season. Discount, terms of delivery and dating of invoice

given on application. Catalogue for 1889 now ready.

H. Leonard & Sons,

GRAND RAPIDS, MICH.

Jobbers of Crockery, Tinware and Lamp Goods.

SANTA CLAUS SOAP

History of

Had they not sought

for knowledge,

And used their ears

and eyes

In getting information

Of every sort and kind,

Instead of going through

the world

Like men both deaf and blind.

And you can be as wise as they,

If you but choose to buy

The Soap that's called the SANTA CLAUS—

Its good effects to try.

Because 'twill help you through your work

At such a rapid rate,

That you'll have time to master all you care to undertake.

All Grocers sell SANTA CLAUS SOAP.

Made by N. K. FAIRBANK & CO., CHICAGO.

D. W. ARCHER'S

TROPHY

SUGAR

CORN

NO CHEMICALS USED - NOT BLEACHED WHITE - FREE FROM WATER - FREE FROM SUGAR - NATURAL FLAVOR RETAINED - TENDER AND SWEET AND CAN BE USED IN ALL CASES

COGNAC

COGNAC

COGNAC

COGNAC

<

GROCERIES.

Notes from an Old Grocer's Dairy.

Uncle Amos, in Boston Grocers' Gazette.

Been asked if I had sanded the sugar 4789 times, said "no" every time. Been asked if I wet the codfish 700 times, I lied 699 times. The other time I did not wet it, and you bet I was indignant. Been asked to give to fairs, church societies, Old Ladies' Home, cause of temperance and promotion of public good 500,000; given fifty times, refused 499,749 times. Told the clerk to tell them I was out once.

Been to church two times.

Told the clerk to have a place for everything and everything in its place 489 times.

He did it twice.

Lied to other grocers about my daily sales 700 times. Told the truth about it no times.

Felt like thumping the wholesale grocer for sending me what I did not order 69 times; did not thump him 69 times. Listened to the same story from 1789 drummers; they asked me if I had ever heard it. I lied 1788 times; hadn't heard it first time.

One wholesaler cornered me; said I was paying slow; asked me how I stood, told him better than a year ago, and he gave more credit, in two months I failed, he said I lied to him; I told him no, a year ago I won't worth a d—n, but at that time I was worth \$10 a week, for a man offered me it. I settled up for 20 per cent, gave to charity \$3, paid for \$10, paid taxes and had a coal balance of 39 cents left, and I left.

Outcome of the Blake Assignment.

Assignee Smith has sent the following circular of inquiry to the creditors of F. L. Blake, of Middleville:

HASTINGS, Feb. 8, 1889.

GENTLEMEN—On February 1 I entered into a contract with John Campbell for the sale of the merchandise, furniture and fixtures of Fordice L. Blake, of Middleville, at 65 1/2 per cent. of the appraised value at the time of the appraisal, he to have all sales and pay all expenses of running the store since assignment. The consideration was \$6,797.30, and this amount has been paid to me.

The mortgages and dates of same on the goods and fixtures at the time of assignment are as follows:

John A. & Sarah A. Robertson, Irving, \$1,725. Date, January 11, 1889.

Bouve & Daniels, Boston, \$1,151.80. Date, January 11, 1889.

Allan Sheldon & Co., Detroit, \$8,597.14. Date, January 12, 1889.

The first mortgage was for money borrowed and took up notes of several years' standing. The two last were running accounts for goods.

Please write me at once if you desire to contest either of these claims, so that in the event you do not, I can pay over the money on the mortgages and stop interest. Respectfully yours,

CLEMENT SMITH, Assignee.

Very Dear Mackerel.

Mackerel are dearer in the Boston and other fish markets than before for at least twenty years. The extremely high price is due to the light catch of the last three seasons. Very small amounts are held in stock, and no new supplies can be landed before next summer, while the receipts from the British provinces have dwindled to next to nothing. The unusual dearth has naturally diminished consumption, mackerel at current values being actually a luxury. One of the most noteworthy movements in the trade during the past few months has been the importation of considerable quantities of fish caught off the southwest coast of Ireland. That ground is the best in the world for the mackerel catch, with the exception of the British North American waters. Upward of 10,000 barrels of Irish mackerel were imported last year, though the catch on the other side of the ocean, as well as on the American coast, was small. During the winter the importations have fallen off, but they are likely to increase again within two months.

An Echo from the Pacific.

From the Natchez News.

Orno Strong sends us this week the prospectus of his new journal, the West Coast Trade, which he will commence publishing at Tacoma, Washington Territory, about the 12th. It is to be a commercial paper, for the wholesaler and retailer, and will be patterned somewhat after THE MICHIGAN TRADESMAN. No one who knows Mr. Strong will doubt for a moment that he will make a success of his new enterprise.

Regardless of Cost.

"What shall I mark this lot of goods at, now that the holiday trade is over?" asked a Main street clerk of his employer.

"Mark the selling price 96 cents,"

"But you know they only cost 87 cents and we have been selling them for 62."

"What difference does that make?"

In dull seasons like this we always sell off old stock regardless of cost."

Excursion to Washington.

All persons who go to Washington with the Traveling Men's excursion can use the sleepers while there, as side track privileges have been secured for ten (10) Wagner sleeping cars. Those intending to join us please drop me a card, care of F. M. Briggs, General Agent Michigan Central railroad, 95 Monroe street, Grand Rapids. Telephone 788.

Geo. F. OWEN.

The Grocery Market.

The peculiar condition of the local sugar market, referred to last week, still exists, with no indications of a change. Illuminating oil continues to decline, owing to the rivalry of the opposing handlers, and indications are not wanting that a lively fight is in prospect.

"Bound to Do Good Work."

HARBOR SPRINGS, Feb. 8, 1889.

E. A. Stowe, Grand Rapids:

"Dear Sir—Enclosed please find draft on New York for \$10, our pro rata dues for this year. Our B. M. A. is in fine shape and bound to do good work before the year closes. Yours,

A. L. THOMPSON, Sec'y.

ONE WEEK MORE.

And Then the Wholesale Grocers Assent Themselves.

The Michigan Wholesale Grocers' Association has sent the following circular letter to the retail grocers of the State:

To the Retail Grocers of Michigan:

The Wholesale Grocers' Association of the State of Michigan, believing your own interests best subserved by a careful attention to matters of mutual interest, that concern your own success in business, desire to represent to you some reasons for their action, that they feel assured will be cordially assented to by you:

1. We first lay down the general principle that a fair competition is not feared by anyone, and that the essential element of confidence is that you be assured of the fact that you buy certain goods as low as your neighbor. Under the state of affairs heretofore existing, no one has had any certainty that his competitor was not obtaining concessions or discounts that reduced his cost below a legitimate point, thus enabling him to sell at prices that might destroy the profit of another. This is one of the evils our organization is intended to correct; that is to say, all goods sold to jobbers under contract to maintain certain prices, are to be held strictly to contract in all cases, giving to no one any concession whatever, thus placing all buyers on precisely the same basis. This refers to all contract goods.

2. A regular schedule has been adopted, specifying such goods as will be sold on 30 days, 60 days or 4 months, and after the agreed upon time has expired interest will be charged until paid.

3. Provision is made to guard against unfair reclamations and deductions.

4. All important jobbing centers charge for boxing and cartage. These are legitimate expenses, and should enter into the cost of the goods. After the 18th of February a reasonable charge will be made for boxing and cartage will be charged at the rate of 10 cents on five hundred pounds and under, and 2 cents per hundred pounds on all greater amounts. On sugars the charge will be 5 cents per barrel.

We earnestly desire your good will and feel assured you will heartily co-operate with us in our endeavor to correct abuses that have, of late years, notably, added to the annoyances of business, without any corresponding benefit to any one.

5. Further, we recognize that your interests are ours, and we will also use our influence to protect you, believing that we can do much to relieve you from unreliable and unscrupulous retailers, and also in causing manufacturers to place their goods on the market in such shape as to secure to the legitimate retailer good margins on the goods you shall handle through the members of this Association. To this end we pledge ourselves, collectively and individually, to use every legitimate means in our power to show you that we are laboring for your interest as well as our own; and we further solicit your co-operation, that this Association may be mutually beneficial to both wholesaler and retailer.

DETROIT.

W. J. Gould & Co.
Phelps, Brace & Co.
Sinclair, Evans & Elliot.
Moran, FitzSimmons & Co.
T. H. Ingham & Sons.
Grant, Wood & Co.
Johnson & Wheeler.
C. W. Inslee & Co.
Geo. C. Weatherbee & Co.
W. H. Edgar & Son.

GRAND RAPIDS.

Lemon, Hoops & Peters.
Hawkins, Perry & Co.
Ball, Barnhart & Putnam.
Olney, Shields & Co.
I. M. Clark & Son.
A. S. Musselman & Co.

EAST SAGINAW.

Symons Bros. & Co.
The James Stewart Co., Limited.

SAGINAW.

McCausland & Co.
G. A. Alderton & Co.
Wells-Stone Mercantile Co.

BAY CITY.

Merrill, Field & Co.
R. P. Gustin & Co.
W. I. Brotherton & Co.

LANSING.

Robson Bros.
JACKSON.

Clark, Baker & Co.

PORT HURON.

Chas. Wellman.
J. W. Benedict.
Wm. Canham.

F. Saunders & Co.
E. F. Percival.

ARMSTRONG & GRAVES.

W. W. Campfield & Co.

TOLEDO, OHIO.

Pliny Watson & Co.
Wood & Acklin.

Berdan & Co.
R. A. Bartley.

Winfield & Co.
H. C. Haskins & Co.

E. M. Kean & Co.

ST. JOHNS PROTESTS.

ST. JOHNS, Feb. 9, 1889.

E. A. Stowe, Grand Rapids:

DEAR SIR—Enclosed find copy of an agreement made by the business men of St. Johns. Will you be kind enough to publish the same in your paper and oblige the retailers of St. Johns?

Respectfully yours,

O. P. DEWITT.

CIRCULAR.

To the Wholesale Grocers of Michigan:

At a meeting of the grocers of St. Johns, to take action in reference to a circular issued by the Wholesale Grocers' Association of Michigan, it was the unanimous sense of the meeting that cartage and boxing was as much a part of the running expense of doing business as salesmen in the house or on the road, and we, the undersigned of this circular, pledge ourselves to trade with no firm charging cartage or boxing.

W. BUNDAY,
O. P. DEWITT,
W. M. LELAND,
JAS. RICHARDSON,
O. G. WICKES & SONS,
KENDRICK & PERCY,

HENDERSON & PUTT,
DUNN, BUNDAY & CO.,
L. V. CONNANT,
E. P. WALDRON,
W. F. GARDNER,
W. J. VAN VELSOR.

RING OUT THE OLD.

Ring in the New—Another Organization in the Field.

Pursuant to notice, members of the Michigan Division, T. P. A., met on Saturday morning, Feb. 9, at the corner 73 of the Hudson House and were called to order by President A. F. Peake. The report of L. M. Mills, Secretary-Treasurer, was received, showing receipts from May 12 to date of \$189.05 and disbursements amounting to 168.43, leaving a balance of \$20.62 in the treasury; also present membership of seventy-one. The report was accepted and filed.

The Board of Directors offered for the consideration of the Association the following:

Resolved, By the Board of Directors of the Michigan Division, T. P. A., that in view of the general mismanagement of the affairs of the National Association, and the disregard of the interests and affairs of this Division in particular, thereby causing great dissatisfaction among our members for the meager benefits derived for the annual dues paid them, and in order to secure a more efficient and economical management of the affairs of our State membership, caused thereby, we deem it for the best interests of our members that we withdraw from the National Travelers' Protective Association, and instruct our Secretary to return our charter, and that we as a State Division do cease to exist, and that our Secretary be authorized to pay the cost of the withdrawal of this Division and apply such funds in liquidation of our liabilities.

Moved by Mr. Howard, and supported by Mr. Parkill, that we as an Association do endorse the action of the officers and Board of Directors of this Division, and do adopt their resolution to withdraw from the National Association. Carried.

The meeting then adjourned sine die.

L. M. MILLS, Sec'y.

Birth of the New Association.

At a meeting held at the Hudson House, Lansing, Saturday, Feb. 9, for the purpose of organizing a Traveling Men's State Association, S. E. Parkill, of Owosso, was chosen temporary chairman and Geo. C. Cooper, of Lansing, Secretary.

A. F. Peake, of Jackson, moved that a committee of three be appointed on permanent organization, which was carried, and the Chair appointed Messrs. Peake, Sweeney and Mills, who, after due deliberation, submitted the following report, which was acted upon by the convention by sections, and then adopted as a whole:

Resolved, That we the commercial travelers of Michigan, in convention assembled, do hereby organize ourselves into a body to be known as "Michigan Knights of the Grip," the objects of which to be:

1st. To secure desirable legislation in the interests of commercial travelers.

2d. To secure recognition from railroads as a profession, and obtain as favorable terms on transportation and baggage as are given to any other class of travelers, and to adjust all differences between railroads and commercial travelers on a fair, equitable business basis.

3d. To secure hotel accommodations commensurate with the payment of 31 annual dues.

4th. To elevate the social and moral character of commercial travelers as a profession, to bring about the better acquaintance of members, and to provide pleasant, social amusement and entertainment to our members on the road.

5th. To secure employment for our members.

The officers of this Association shall consist of President, one Vice-President from each Congressional district, Secretary, Treasurer and a Board of five Directors, of which the President shall be ex-officio chairman. Also the following committees of three to be appointed by the President: Legislation, Railroad, Employment, Hotel, Press, Bus and Baggage, and Relief, all of whom must be residents of the State of Michigan and chosen by ballot at each annual meeting.

Any commercial traveler residing or traveling or who has resided or traveled in the State of Michigan is eligible to membership, upon the recommendation of two members in good standing.

The annual dues of this Association shall be fifty cents, payable to the Secretary on or before January 1 of each year, and any member one year in arrears for dues shall be dropped from the roll and debarred from the benefits of this Association, but can be re-instated at any future time by the payment of all arrears.

Any member can be expelled by a two-thirds vote of the members present at any annual meeting.

This constitution can be altered or amended at any regular sitting of the Association, provided written notice of same has been given at a previous sitting.

By-laws not in conflict with this constitution can be adopted at any regular meeting of the Association.

The rules of order governing the meetings of this Association shall be those in common use in deliberative assemblies.

The following commercial travelers were then enrolled as charter members:

A. F. Peake, Jackson.
L. M. Mills, Grand Rapids.
L. J. Koster, Detroit.
S. B. Taylor, Grand Rapids.
W. J. Richards, Union City.
C. P. Coy, East Saginaw.
C. E. Stansell, Detroit.
J. M. Sweeney, Grand Rapids.
J. H. Temmink, Lansing.
Roswell Mott,
F. F. Hammett, Ionia.
M. L. Steele,
E. K. Bennett, Lansing.
C. F. Ballard,
R. P. Driegel, Owosso.
O. S. Lotheridge, Detroit.
Harry West, Eaton Rapids.
Frank Bowen, Alton.
C. B. Hall, Lansing.
E. W. Campbell,
E. A. Wilhoie, Marshall.
C. W. Gilkey, Lansing.
E. A. Gilkey,
Geo. W. Jenks, Fenton.
J. L. Peck, Ionia.
J. W. Palmer, Jackson.
Geo. Hunter, Owosso.
J. Reynolds,
Geo. E. Starr,
J. Bossett, Detroit.
Chas. Rowe, Owosso.
Geo. C. Cooper, Lansing.
Geo. F. Owen, Grand Rapids.
A. A. Howard, Coldwater.
W. S. Parkill, Owosso.
E. A. Rich, Ionia.
B. W. Chase, Jackson.
F. E. French, Lansing.
Geo. Haskell, Owosso.
C. H. Houghtland, Battle Creek.
Chas. E. Cook, Bay City.
S. Tobias, Detroit.
T. W. Filler,
Fred H. Clark,
E. A. Brickerhoff, Detroit.
E. S. Kelley, St. Joseph.
Geo. E. Burden, Oshtemo.
John McHugh, Marshall.
C. E. Van Pelt, Jackson.
Thos. H. Bottomly, Capac.
David E. Bottomly,
Henry T. Bottomly,
M. Matson, Lapeer.
Eben Brigham, Battle Creek.
Geo. Monroe, Owosso.
Sam. Eckstein, Lansing.
E. J. Evans,
B. W. Long,
A. A. Smith,
J. B. Denney, Flint.
Hiram Leib,
W. H. Hopkins,
J. G. Houghtland,
Bundy,
E. C. Fox,
L. E. Sears,
W. S. Sear,
F. H. Clay, Eaton Rapids.
C. H. Minnie,
W. M. Buren, Lansing.

The following officers were elected by ballot for the ensuing year:

President—A. F. Peake, Jackson.
Secretary—L. M. Mills, Grand Rapids.
Treasurer—Geo. C. Cooper, Lansing.
Directors: Geo. F. Owen, Grand Rapids; A. A. Howard, Coldwater; Geo. F. Owen, Grand Rapids; W. J. Richards, Union City; C. F. Ballard, Lansing.
Vice-Presidents—First Congressional District, Second, J. Third, J. W. Palmer, Jackson; Fourth, Geo. F. Burden, Oshtemo; Fifth, J. F. Hammett, Ionia; Sixth, E. A. Wilhoie, Flint; Seventh, Frank Mosher, Port Huron; Eighth, B. J. Reynolds, Owosso; Ninth, D. G. Crotty, Muskegon; Tenth, Chas. E. Cook, Bay City; Eleventh, Heineman, Negaunee.
Sergeant-at-Arms—E. K. Bennett, Lansing.
Chaplain—Rev. Chas. F. Muller, Grand Rapids.
The Secretary was instructed to procure suitable books and stationery for the officers of the Association; also to forward the following resolutions at once:

LANSING, Feb. 9, 1889.
To Hon. Benj. Harrison, President Elect.
DEAR SIR—The commercial travelers of Michigan, in convention assembled, do most earnestly endorse and do hereby respectfully urge the appointment of Mr. M. J. Pickering, of Philadelphia, Pa., as a member of the Inter-State Commercial Commission, as a vacancy may occur.

Yours respectfully,
L. M. MILLS, Sec'y.

Also to forward to each Vice-President a copy of the following resolutions, and that he be requested to sign and forward the same with a personal letter to the Congressman of his district:

To the Hon. ———, Congressman ——— District.

DEAR SIR—The commercial travelers of Michigan, in convention assembled, do most earnestly endorse and do hereby respectfully urge the passage of the proposed amendment to the Inter-State Commerce law, relating to our fraternity, believing, as we do, that this amendment is an act of justice to a body of men whose lives are constantly spent in traveling in the pursuit of their business, and that the present excessive but necessary traveling expenses are but a corresponding reduction of salary to each member of our profession and our claim is based upon every principle of justice and equity.

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The Michigan Tradesman

A TYPICAL CUSTOMER.

Written for THE TRADESMAN.

Mrs. Bacon entered the corner grocery with a mad rush. It was raining and the streets were covered with slush. She carried with her a large umbrella, and as soon as she was inside she flung it. Her moisture all over a lot of sample groceries which were on the counter, and placed it where its drippings would run into a box of macaroni. She then set her oil can on a vacant chair seat and glared around for other worlds to conquer.

"Bad day," ventured the clerk, by way of opening hostilities.

"What?" she exclaimed, sharply. "Bad day, did you say? Tell a fellow suthin' he don't know next time, won't you? Don't you never come a Miss Nancyin' around me about the weather when it's like this," and she shook her skirts till her store teeth rattled.

"Would you like to get your oil can filled?" was his next venture.

"When I do, I'll ask."

"Yes'm."

Then there was a pause while she produced her wallet and counted her spare change.

"Got any butter?"

"Yes'm."

"Well, is it good for anything?"

"Yes'm, I guess it is. It was made by nice folks, anyway."

"Humph! What do you know about nice folks?"

"Nothing," meekly.

"No, I guess not. Let's see that butter."

"Here, Mrs. Bacon, is a sample of butter which I call good," said the salesman as he produced a roll which looked immaculate.

"Well, you trot out your samples, and I'll be my own judge as to whether or not they're fit to eat," was the next broadside from the enemy.

"Yes'm."

"Well, then, trot 'em out."

So they were trotted. There were rolls from the dairies of half the farms in the two townships, and Mrs. Bacon smelled and tasted until she probably couldn't tell which was sweet and which wasn't, and during the process she kept up a running fire of comment something like this:

"Call this good? Nice, ain't it? Yes, very fine. How do you ever manage to get such prize butter here, anyway? It's enough to give a fellow nightmares. Humph! Hair! Specks! Dirt! Yes, very nice! Got any that ain't stuck together like mortar? Who made this? What! Don't know? You do, too, only you're ashamed to tell where you got it. Well, I don't want it. Here's some; who made this? Mrs. Jones? What do you take me for? Think I'd eat anything that came out of that hog pen of hers? There's some. What's that? Let me see it. That smells better. Oh! Ough! Salt! Salt! Why, that burns my tongue. Think I'm goin' to pay twenty-five cents a pound for salt, when I can get a barrel of it for ten shillins? Well, I won't, so that's the end of that. If you've got any that's fit for soap-grease, set 'er out."

"What do you think of this?"

"That looks better. Why on earth didn't you show me that in the first place, and be done with it? You ought to know that I'm in a hurry and haven't got time to fool around here all day. How much does that roll weigh?"

"Two pounds and a quarter."

"What? Two and a quarter? How much does it come to?"

"Fifty-seven cents."

"No, it don't. It comes to just fifty-six cents and a quarter. I'm pretty green, but I can figure a little in my head, and I don't propose to have you forget it, either. I don't mind bein' beat out of half a cent occasionally, but I won't no man gouge me out of more'n that, if I know myself, and I think I do."

"Will you take the butter?"

"Yes. Fill up that can with oil."

When the packages were ready, she was asked if there was anything else.

"No; how much does it all come to?"

"Seventy-five cents."

And she settled without a murmur, taking with her the roll of butter which she had refused at first because it wasn't good enough. She paid the regular price for her goods, too; but she probably didn't know it, so soothing an effect upon her nerves had the little discussion with the humble, patient, suffering twine-jerker produced.

GEO. L. THURSTON.

How Far a Man May Go in Warning Tradesmen.

The following is the full text of a somewhat celebrated decision rendered by Judge Champin, and concurred in by the full bench of the Supreme Court, on January 25:

This is an action for libel, alleging that defendant composed and published or caused to be composed and published in a certain newspaper a notice signed by Henry O. Smith, as follows:

"NOTICE.
"My wife, Mrs. Henry O. Smith, deserted me in my sickness, and has informed me I could get another woman for her had quit. I forbid all persons from harboring or trusting her on my account."
"Eaton Rapids, Dec. 27, 1883."

The declaration contains two counts—one alleging that the defendant composed and published; and the other that he caused to be composed and published the libel set out. The plea was the general issue.

The first question raised is whether this notice contains libelous matter *per se*. We think it does. It charges her with deserting her husband in his sickness. If this charge be true, Mrs. Smith was guilty of the basest ingratitude and of conduct deserving the contempt of all right-minded people. The words which follow show that the charge made was intended should be understood in a sense derogatory to the plaintiff.

The next question to be considered is, was the publication of the notice privileged?

A qualified privilege exists in cases where some communication is necessary and proper in the protection of a person's interest, but this privilege may be lost if the extent of its publication be excessive.

The rule is thus stated in *Odgen's on Slander and Libel*, 225: "So with an advertisement inserted in a newspaper defamatory of the plaintiff; if such an advertisement be necessary to protect the defendant's interest, or if advertising was the only way of effecting defendant's object, and such object is a lawful one, then the circumstances excuse the extensive publication. But if it was not necessary to advertise it at all, or if the defendant's object could have been equally well effected by an advertisement which did not contain the words defamatory of the plaintiff, then the extent given to the announcement is evidence of malice to go to the jury."

If a wife leave her husband's house without cause or provocation, and he is willing to suitably supply her with necessities, or with money to purchase them, he cannot be held liable, on the basis of a presumption of authority, or of an implied agency, for goods purchased by her on his credit. Notice to the public would not be necessary in such a case. It is only when he has permitted her to trade upon his credit that notice to tradesmen is necessary to protect the husband's interests.

In such case a notice to the public not to give her credit upon his account would be justifiable and would be to that extent privileged. But he would not be justified in inserting in such notice words which were defamatory of the wife, and if he does so, such defamatory words are evidence of malice.

There is another rule which applies to communications or publications which are upon proper occasions qualifiedly privileged. And that rule is, that if the matter charged as libelous be false and the publication malicious, it is not privileged. In this case the facts were submitted to the jury and they have found that defendant did not have reasonable and probable cause to believe that said notice signed by his son was substantially true, and that in what he did in relation to the publication of the notice he was actuated by malice toward the plaintiff.

The court also instructed the jury that the burden of proof was upon the part of the plaintiff to prove by a preponderance of evidence that the defendant caused this notice to be published knowing it to be false. The jury having returned a general verdict of guilty under this charge as well as the special verdict above that he was actuated by malice does away entirely with the defense of privilege.

It is also urged by counsel in behalf of defendant that, as the testimony shows the notice was written by the husband of the plaintiff, and sent by him to be published in the paper the plaintiff is not entitled to recover. For the reason that a married woman could not bring an action of slander or libel against her husband at the common law and the statutes of this State that give a married woman the same right to sue and be sued in relation to her own property have not gone so far as to allow a married woman to sue her husband in an action of tort for libel.

In a suit brought against her husband, she would not be allowed to testify, and that the defendant stands in privity with the husband who is now deceased; that the husband's defense would be his defense. We are not prepared to decide that a married woman in this State may not maintain an action of libel against her husband. This, however, is not such a case; nor is it any excuse or defense for this defendant to show that his son, who was plaintiff's husband, indicted the libel and directed defendant to publish it. The testimony is uncontradicted that defendant caused it to be published and paid for its publication. The special verdict which was given in response to questions submitted to the jury, appears to have been supported by testimony introduced in the cause and is consistent with the general verdict rendered, and we discover no error in the record which warrants us in setting it aside.

CLERKS IN CITIES.

Their Work and Their Pay—The Latter a Question of Supply and Demand.

From the Chicago News.

Clerks constitute one of the most numerous classes of a great city's population, and their types, manner of life, duties, and temptations make an ever-interesting subject for study. Thousands of men and women are to-day penned in behind the counters of innumerable establishments in Chicago, weighing, measuring, answering sensible and senseless questions, and cultivating habits of courteous address for their own and their employers' interest—and the majority of them for a pittance wholly disproportionate. It is said, to the duties required and the services rendered. The connection between clerk hire and crime and immorality, the responsibility of employers for the hardships and slips of their employees, the physical, mental and moral consequences of what clerks as a class have to undergo, are thus matters of vital importance to the students of social science. Said a gentleman yesterday, in reference to this phase of city life:

"Most of what people term the abnormal features of social development find their explanation in private motives, in the innate desires of individual citizens; and I hold that clerks themselves are primarily responsible for what are commonly set forth as wrongs and hardships. The wages for services are not essentially different from the price of commodities. Supply and demand regulate both. An abundant supply or an unusually strong

demand means, invariably, a rise in wages, and the reverse means a fall.

"Now let me give you a few facts. From all appearances there is little or no difference between the present decade of our history in respect to popular sentiment and the decade preceding. Hence, the facts of the one period are approximately true for the other. From 1870 to 1880 the gross increase of the population of the United States was 30.08 per cent. During this same period agriculturists increased in almost exactly the same ratio as the general increase. Marufacturers and miners increased in number 42 per cent., while professional men and those engaged in personal service show an increase of 52 per cent. Our farmers, manufacturers and miners are practically our only wealth producers, and we find their average percentage of increase to be 36. Thus we have a 52 per cent. increase of wealth distributors merely handling the products of a 36 per cent. increase of wealth producers for a 30 per cent. general increase of population.

"These figures, I think, are very significant. What is more, they only tell half the story. During the last decade—and the present will yield equally surprising results when the census of 1890 is taken—farm laborers increased only 15 per cent., in the face of a 30 per cent. general increase, and domestic servants only 10 per cent., while general clerks and copyists show a 315 per cent. increase, clerks in hotels and restaurants a 107 per cent. increase, waiters and porters a 230 per cent. increase, and laborers about stores and warehouses an 813 per cent. increase. Now, from the very nature of things, what must be the inevitable result of such a state of affairs upon a vast number of the population of cities? Simply small wages, irregular employment, and often privation and consequent wrong doing.

"For the multitude it is proverbially true that city life is more desirable than country life, and it is equally true that the work of clerks, despite its annoyances, is less laborious and more agreeable than that of laborers. Hence to be with the crowd and have genteel work have grown to be little short of a national evil. That employers are often criminally negligent of the health and welfare of their help is true, and this is an evil not easy to correct, for, however bad the conditions of a place are, competition and necessity will bring somebody to fill it. The main point is, however, purely a business one. When the supply of those who are anxious to get genteel employment is so abundant—often far in excess of the demand—employers need not and will not pay high wages, and it is a question whether the cupidty of employers or the foolishness of employees is more to blame for existing circumstances.

"As a rule, a storekeeper finds it more to his interest to have three clerks at \$1 a day each than two clerks at \$1.50, and when they're to be had, as they invariably are in cities like Chicago, he will take the three clerks irrespective of whether they receive sufficient wages to eke out a decent living. Further, when, as is usually the case in big cities, there are numbers of people out of employment, it is a question whether it is not good public policy as well as private interest that a large number of clerks should be employed at a small wage than a smaller number at better pay. Thus many factors come into the consideration of every social and economical question and make its solution difficult.

"As I look at the matter, many, if not most, of the evils experienced by clerks and people similarly employed spring from the senseless passion of the masses to forsake small towns and rural districts for the metropolitan communities. 'A year and a crust in Chicago is better than a lifetime and roast beef on the sand-heaps of Hammond,' seems to be the prevailing notion. Hence, moral responsibility aside—and moral responsibility cuts a small figure in such matters—Chicago employers feel little necessity of catering to the needs or desires of employees or of offering high inducements in point of wages. The whole thing practically comes to this: 'There is the place—so many hours a day, so much pay. If you want it, take it; if you don't, somebody will be glad to get it.' Personally, I think the clerk's position anything but easy and his pay anything but adequate, but till we have less disparity in the numbers of wealth-producers and wealth-distributors, matters will not be much better."

Dissolution Notice.

Notice is hereby given that the partnership formerly existing between F. J. Immen and L. E. Best under the style of the Champion Baking Co. was dissolved on Sept. 24, 1883, by the withdrawal of L. E. Best. The business is continued under the same style by the remaining partner.

F. J. IMMEN,
L. E. BEST.

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The Northern Pacific owns and operates 621 miles, or 56 per cent of the railroad mileage of Washington. Its main line extending from the Idaho line via Spokane Falls, Cheney, Sprague, Yakima and Ellensburg, through the center of the Territory to Tacoma and Seattle, and from Tacoma to Portland. No other trans-continental through rail line reaches any portion of Washington Territory. Ten days stop over privileges are given on Northern Pacific second class tickets at Spokane Falls and all points West, thus affording intending settlers an excellent opportunity to see the entire Territory without incurring the expense of paying local fares from point to point.

The Northern Pacific is the shortest route from St. Paul to Tacoma by 307 miles; to Seattle by 177 miles, and to Portland by 324 miles—the corresponding shorter, varying from one to two days, according to destination. No other line from St. Paul or Minneapolis runs through passenger cars of any kind into Idaho, Oregon or Washington.

In addition to being the only rail line to Spokane Falls, Tacoma, and Seattle, the Northern Pacific reaches all the principal points in Northern Minnesota and Dakota, Montana, Idaho, Oregon and Washington. Bear in mind that the Northern Pacific and Shasta line is the famous scenic route to all points in California. Send for illustrated pamphlets, maps and books giving you valuable information in reference to the country traversed by this great line from St. Paul, Minneapolis, Duluth and Ashland to Portland, Oregon, and Tacoma and Seattle, Washington Territory, and enclose stamps for the new 1884 Rand McNally County Map of Washington Territory, printed in colors.

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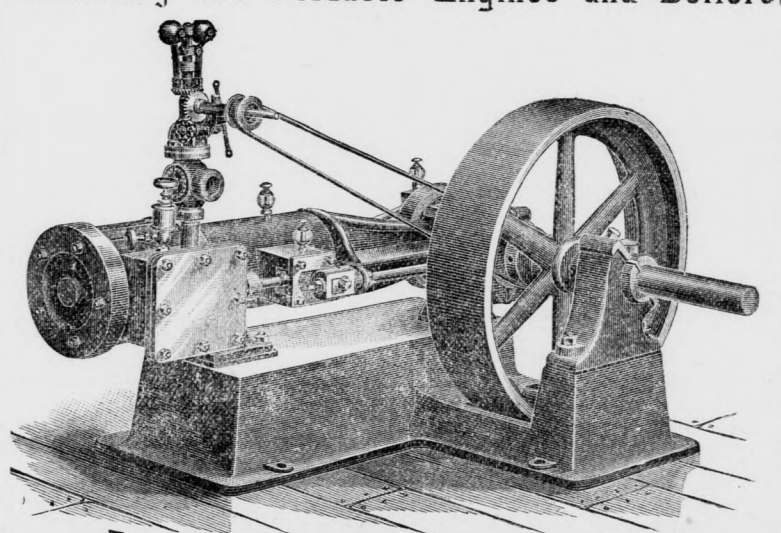
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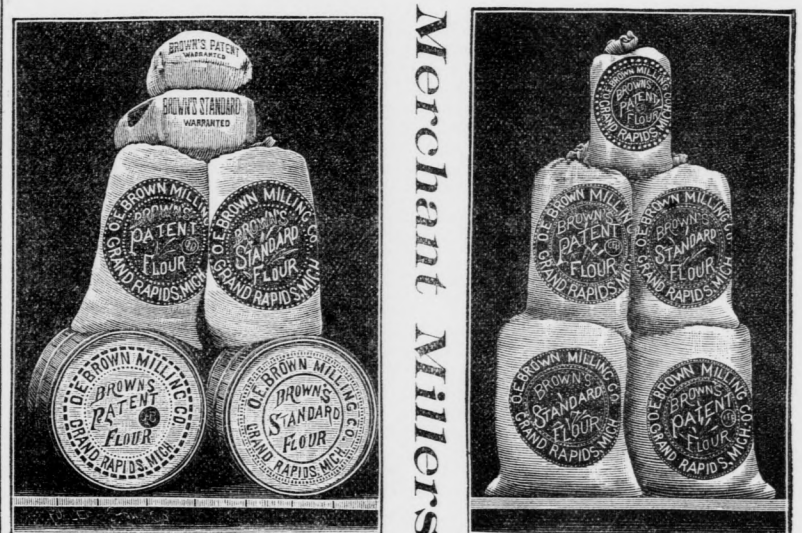
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